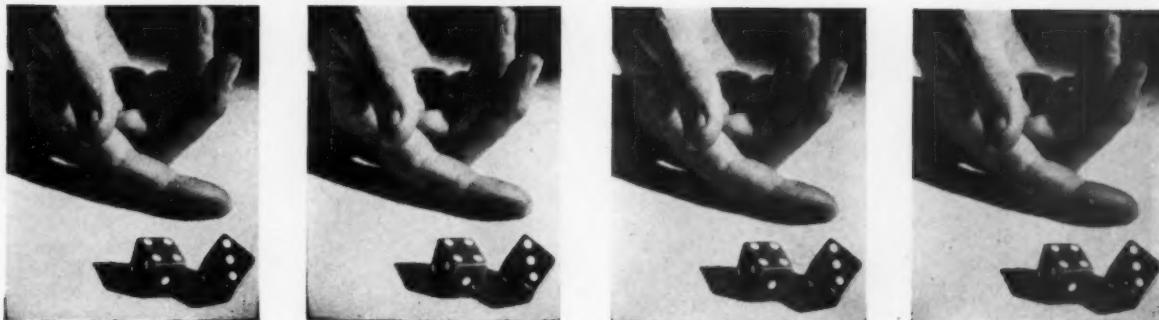
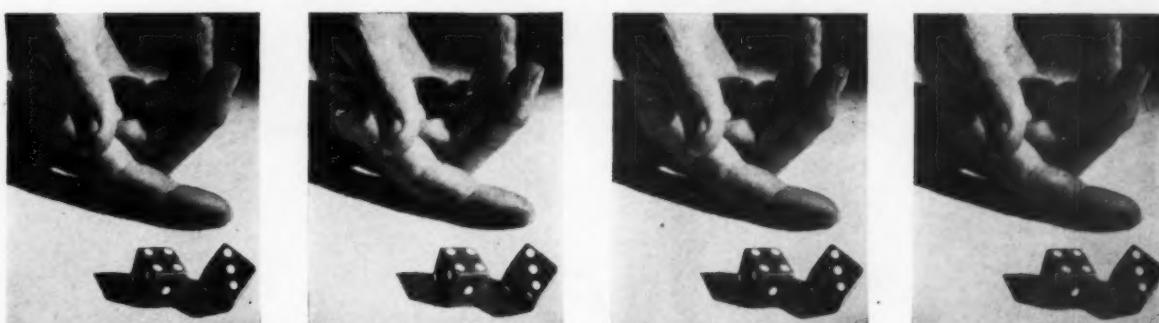


The NATIONAL UNDERWRITER

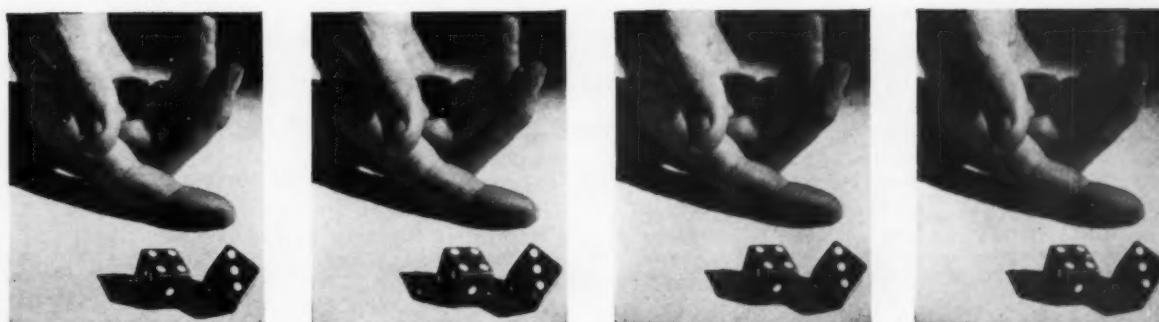
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—your best insurance for client satisfaction



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175 W. JACKSON BLVD., CHICAGO 4, ILL.

CANADIAN DEPARTMENT

485 MCGILL ST., MONTREAL 1, P. Q., CANADA

PACIFIC DEPARTMENT

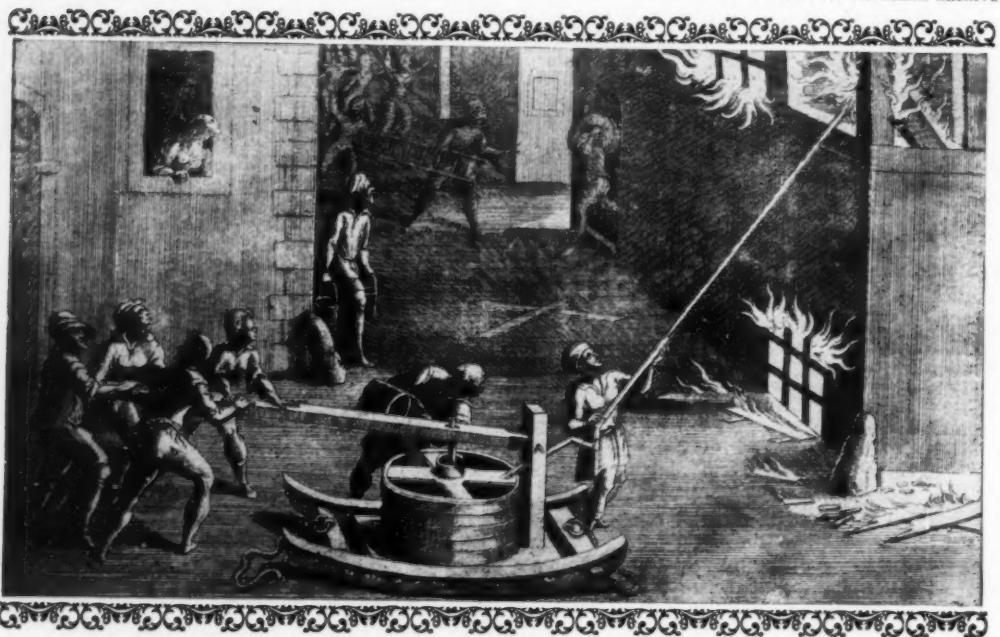
234 BUSH STREET, SAN FRANCISCO 20, CAL.

MEMBER THE ASSOCIATED AVIATION UNDERWRITERS

THURSDAY, APRIL 21, 1949

This is not a medieval torture chamber. It's the fire engine of the Heidelberg Castle (about 1615). Actually it's a simple pressure hose with a cylinder. Producing that single stream of water certainly looks like an "all hands" operation.

PRINT FROM THE BETTMANN ARCHIVE



LOSS prevention is a subject which has held our interest throughout our ninety-five year history. Methods and devices have improved tremendously since our companies were founded. However, in view of the terrific losses still suffered annually, we urge all insurance people to combat this waste to the best of their ability. Does your community have an active Fire Prevention Committee?

Every Type of Property Insurance for Industry and the Home.

Agricultural
Insurance Company
of Waterbury, Conn.



Empire State
Insurance Company
of Waterbury, Conn.

Commissions, Rating
Plans Big Topics
In Rhode Island

Dineen Opposes -
Immunizing Agents From
Competition by Law

Flexibility of rate regulation, problems of determining commissions and operation of its new setup were among items taken up at the midyear meeting of the Rhode Island Assn. of Insurance Agents in Providence. More than 335, a record, attended the afternoon meeting and evening dinner at which Superintendent Dineen of New York expressed himself in opposition to immunizing the agent from competition through legislation.

The new executive secretary, George C. Hughes, who was for many years with the New England Fire Insurance Rating Organization, was introduced. The association has opened permanent offices at 144 Westminster street, Providence. Mr. Hughes primarily will handle insurance on state properties, for which a separate corporation of the association has been established, but he will have time to devote to other association activities. Among these, Donald Paige, Providence, treasurer of the association, reported, will be reactivation of some committees that have been dormant.

Rate Law Regulation

Commissioner Bisson and his new rating supervisor, Richard N. Wear, formerly salesman with Liberty Mutual, discussed the state's rate regulatory law. Carleton I. Fisher, Providence, acted as moderator. The law permits greater flexibility, competitively, than most others. It is a "ceiling" type measure which provides that the producer and his company can meet the net rate of a competing company without being guilty of discrimination. It cannot charge more than the filed rate, but it can charge less, the discussion brought out. Indiana has similar law.

The principal purpose of this part of the program was to bring agents up to date on what rating plans are on file and how to proceed with them. This included a review of experience and schedule rating plans in the casualty field. Minimum premium requirements to be eligible for such plans were explained; on workmen's compensation, for example, this is \$200. It used to be \$500. The National Bureau of Casualty Underwriters files W.C. in Rhode Island as it does in Illinois.

Agents were advised to get copies of the rating law and copies of the bureau rating plans. Certain procedures must be followed to take advantage of the law's flexibility. For example, the commissioner must be notified within 10 days of a deviation.

Mr. Bisson indicated he still needs two men in the department to handle rating law work. Mr. Wear is chief of the rating section, but a fire rate analyst and one for casualty rates still are needed. Only four persons passed the civil service examination for the post of rating supervisor, though it was given on a nationwide basis. The other three were from out of state.

As state national director, Mr. Fisher reported on the meeting at San Fran-

Seattle Slates Events to
Woo N.A.I.C. from Toil

The outline of events including exceptional recreational features, is announced for the annual convention of National Assn. of Insurance Commissioners at Seattle, June 26-30. The natural beauties of the region are being capitalized on for the diversion of the visitors and the Seattle hosts emphasize that there will be no signs of earthquake damage.

The afternoon and evening of Monday, June 27 commencing at 5:30 there will be a five-hour cruise on the streamlined ferry, "Kalakala" on Lake Washington, Lake Union and through the huge government locks into Puget Sound. There will be supper dancing and entertainment on the ship.

Business is to be completely forgotten June 28 so that the entire group may be taken to Mt. Rainier National Park and enjoy luncheon at Paradise Inn. That evening the entertainment consists of a baseball game in the Pacific Coast league. Also, arrangements have been made for seats at the baseball game June 29. The ceremony and buffet supper of the Pamunkey Tribe of Real Indians is also scheduled for the evening of June 29. There will be a ladies' dinner also that evening.

There will be a tea and garden party

A.M.A. Insurance
Program May 26-7
Is Announced

NEW YORK—The effect of changing economic conditions on insurance programs will be discussed at the conference of the insurance division of the American Management Assn. here May 26-27 in the Hotel Statler by:

R. M. Beckwith, Insurance Executives Assn.; Kenneth C. Bell, vice-president Chase National Bank, New York; E. T. Berquist, insurance manager, Pure Oil Co., Chicago; Ralph H. Blanchard, Columbia University; G. C. Bonstelle, vice-president Lumbermen's Mutual Casualty; J. P. Burke, vice-president Coast Service Co., San Francisco; R. D. Constable, insurance department, Niagara Hudson Power Corp., Syracuse, N. Y.; Eugene Dougherty, insurance manager, Anheuser-Busch, St. Louis; R. B. Gallagher, insurance department, Philco Corp., Philadelphia; J. C. Hullet, vice-president, Hartford Fire.

Also Roy L. Jacobus, Ford Motor Co., Dearborn, Mich.; Gerald Lowe, Jr., Johnson & Higgins, New York; William F. Lund, assistant treasurer Gulf Oil Corp., Pittsburgh; Frank A. Roberts, secretary Glens Falls; E. W. Sawyer, secretary and counsel National Assn. of Insurance Brokers; Paul H. Schindler, manager insurance department Youngstown Sheet & Tube Co.; Walter M. Sheldon, W. A. Alexander & Co., Chicago; Robert T. Sprague, insurance department, Electric Advisers, New York; and Carl A. Sundberg, secretary American Locomotive Co., New York.

The final session will be devoted to a clinic at which all participants may address questions to a special panel of authorities on special insurance problems including fire, liability, boiler-machinery and inland marine.

Management-Labor Talk

Wichita Assn. of Insurance Agents heard John Jenner of the Shelley Electric Co. speak on "Management and Labor."

for the ladies the afternoon of June 30 and that evening is scheduled a cocktail party and the annual banquet.

For those that desire to go, a booth will be set up to register for a one-day round trip to Victoria on July 1.

There are special trains from the east, one on the Milwaukee Road and the other on Northern Pacific arriving Saturday, June 25. On Sunday there will be executive and committee meetings at the Olympic hotel and in the evening is scheduled the presidents' reception at the Rainier Club.

Monday morning June 27, committee meetings will be held from 9 to 11 a.m. and then there will be the first plenary session. Committee meetings will be held that afternoon, ending in time for the cruise. That afternoon there will be a luncheon and tour of the city for the ladies.

On June 29 there will be committee meetings in the morning, a plenary session, committee meetings in the afternoon and horse races at Longacres.

The wind-up on June 30 will include committee meetings in the morning and the final plenary session in the afternoon followed by a cocktail party and banquet.

Tackle Complaints
of Abuses in
Auto Finance Field

N.A.I.C. Group Is Meeting
—Landon Calls Parley—
FTC Investigates

The special committee of National Assn. of Insurance Commissioners, headed by Allyn of Connecticut, to study the evils and abuses of insurance practices as related to automobile financing and other time payment transactions, is meeting at the Commodore Hotel, New York, April 22. The other members of the committee are Malone of Pennsylvania and Larson of Florida.

The committee was appointed in consonance with recommendation made by Mr. Larson in his presidential address at the winter meeting of N.A.I.C. at New York.

Kirk A. Landon, who has a general agency at Miami, known as Retrospective Underwriters, Inc., that handles auto finance business throughout the country, and who just recently was instrumental in organizing an insurance company at Miami known as American Bankers, has called a meeting at the Commodore for April 21 of finance companies that own insurance companies.

Mr. Landon invited these institutions to send to the meeting the head of their insurance company and he also suggested that these concerns defray the expense of bringing as many insurance commissioners to New York as possible.

FTC Evinces Interest

This meeting comes at a time when federal trade commission has given some indication of interest in this matter. Ft. Worth Better Business Bureau recently wrote to Senator Connally of Texas outlining alleged abuses. Connally turned the matter over the Lowell B. Mason, acting chairman of federal trade commission, and according to Ft. Worth B.B.B., Mr. Mason has indicated that FTC is investigating.

The letter to Mr. Connally was signed by J. L. Pritchett, general manager of Ft. Worth B.B.B. He enclosed a complaint which had been made earlier by National Better Business Bureau, and which had asked for an FTC investigation. Mr. Pritchett said that he urges this action only after a long and fruitless effort to have the automobile dealer and financing industries "clean their own house" of the "packing" malpractice, which has cost auto buyers millions of dollars in hidden charges and seriously impaired public confidence in the legitimate automobile industry and all honest business.

Lump Sum Statement

According to Mr. Pritchett, this is the only major industry that gives the customer a "lump sum" statement of the balance due payments on products purchased on time payments and does not supply an itemized statement which would enable the purchaser to know what he is paying for.

He charges that this selling and financing plan has enabled unscrupulous dealers and finance companies to "pack" the account with exorbitant and fictitious charges and evade the usury and insurance laws. It has been found that it is the general policy for the auto

(CONTINUED ON PAGE 14)

General Accident Has Top Level Executive Changes

**Mungall Deputy Attorney;
Wilsterman U. S. Manager
Bernard, Moynahan Upped**

John H. Grady, U. S. attorney and chief officer of General Accident in the U. S., announces changes in the executive staff of the companies designed to advance the effective management of the expanding business and to further the joint development of General Accident and Potomac as multiple line organizations.

Mr. Grady, who has directed the affairs of the companies in the U. S. for more than 10 years, will continue as



J. H. GRADY

U. S. attorney of General Accident and president and director of Potomac, to give general supervision to the U. S. activities of the companies. Mr. Grady, who began his insurance career in Boston, joined General Accident in 1920 as New York manager. In 1935 he was appointed assistant U. S. manager while still occupying the position of metropolitan manager at New York. In 1938, upon the return of Frederick Richardson to England, Mr. Grady was made chief officer of General Accident in America and president of Potomac.

Mungall Deputy Attorney

Daniel Mungall will serve as deputy U. S. attorney of General Accident and vice-president and director of Potomac and will act as alternate to the U. S. attorney and perform the functions of general counsel. Mr. Mungall, who joined General Accident at New York, went to Philadelphia to become chief counsel in 1938 and three years later was appointed assistant U. S. manager and general counsel in charge of legal and claim matters. He is well-known as an active participant in industry committees and has traveled extensively in connection with legislative matters.

A. W. Wilsterman becomes U. S. manager of General Accident and will serve as vice-president and director of Potomac. He has been with the organization 29 years, his first connection having been in the personal accident department. Most of his career, however, has been devoted to the development and supervision of the agency plant and his activities in this field are

(CONTINUED ON PAGE 14)

Signing Up for Fireman's Fund Cruise



Scene at Fireman's Fund corner during meeting of national board of state directors of N.A.I.A. at San Francisco where visitors registered for a three-hour cruise on San Francisco Bay as guests of Fireman's Fund. The company extended many courtesies to the delegates in its home city. Miss Marjorie McQuiston of Fireman's Fund advertising department is here signing up John C. Stott, Norwich, N. Y., president of N.A.I.A. (left) while Philip F. Kingsley, agency superintendent of Fireman's Fund, looks on.

Insurance Not Effective Until Papers Are Signed

The Tennessee supreme court has given a decision for Imperial Assurance which had insured Cherokee Foundries on a property which it expected to acquire the day after the fire from Jones Machinery & Foundry Co.

The deed of conveyance from Jones Machinery & Foundry to Cherokee, the deed of trust and the note to be executed by the latter and opinion on title were all prepared during the day of April 30, 1946 and placed in the keeping of American Trust & Banking Co. The parties were to meet at the bank the next morning to execute and deliver the various instruments and pay the purchase price, thereby completing the transaction.

During the afternoon of April 30, Cherokee's representative called on L. W. Rhodes, local agent at Chattanooga to procure fire insurance of \$12,000 on the foundry. Rhodes issued an invoice reciting a fire insurance policy in amount of \$12,000 of Imperial Assurance, the policy to expire "4/30/47." The invoice was put in the mail and received by Cherokee May 1. The policy was never issued and the premium that was tendered was refused some days later.

At the close of the work day April 30, the key was turned over to Cherokee. Sometime during the night the building and contents were almost completely destroyed by fire. Jones collected fire insurance on its policies and three weeks later conveyed the real estate upon which the foundry had been located and the damaged equipment to Cherokee for \$5,500.

The supreme court said the sound rule seems to be that one whose only right of purchase is under an oral contract which is unenforceable against him or the seller, or both, and who elected finally to reject the contract, ought not to be allowed to recover on an insurance policy for a fire which occurred during the existence of that status between the parties.

Fla. College Proposal

A bill has been introduced in the Florida senate to establish a department of insurance at University of Florida and to appropriate \$25,000 for the purpose.

Dineen Frowns on Immunization from Competition

Efforts to immunize agents from competition through legislative enactments should be discouraged and the agency system preserved by proving its merit through performance, Superintendent Dineen of New York said in addressing the midyear meeting of Rhode Island Assn. of Insurance Agents at Providence.

"Most producers understand fully that favorable legislation is no substitute for service and performance on their part," he said. "They understand that if the time ever comes when they cannot justify their position on economic grounds, no Maginot line of legislation can long protect their position in the insurance distribution scheme."

In stating the case against legislative devices to protect the agent's economic position, Mr. Dineen stressed the soundness of agents' qualification laws and other statutes which establish standards for producers. He advocated a balanced approach, recognizing legitimate interests of both producers and competing sales methods.

Hard to Draw Line

The task of determining where to draw the line between legislation designed to protect legitimate interests of producers and legislation designed to freeze their position irrespective of performance and its economic merit is a difficult one, he declared. The problem in New York has been as troublesome for the department as it has been for the agents, but the department has led the fight for legislation to protect agents against unfair competition or coercion.

The law prohibiting coercion by mortgagors in the placing of insurance on mortgaged property is an illustration of the legislation favored by the department, but on the other hand, Mr. Dineen stated that the department is "resolutely opposed to legislation sponsored by producer groups which it does not believe to be in the best interests of the agents or the public." He mentioned the department's opposition at the last legislative session to a bill designed to permit agents to collect commissions on insurance written for municipalities, even though the agents did not represent the companies on the risk and were not parties to the transactions.

Will Johnston Goes to Top in Memphis Agency

Will Johnston, who for 29 years has been vice-president of the D. A. Fisher agency of Memphis, has been elected president of the firm. He succeeds the late Allen Fisher, Sr., who died April 7. Mr. Johnston started with the agency in 1908.

Vice-presidents are Allen Fisher, Jr., Drury Fisher, and Tom E. Welsh. B. H. Gardner and M. H. Houseal were re-elected secretary and treasurer respectively.

Urbauer New Skipper

Roy Urbauer, Home, is the new skipper of Mariners of Chicago succeeding F. G. Rowe, National Fire.

Forty attended the annual meeting of the organization, which has experienced a comeback since the war and is now a potent organization of Chicago marine company men.

New first mate is F. J. Shields, National Union, W. E. Cornwall, Boston, is purser; Harold Bredburg, National Service & Appraisal, is yeoman and J. P. Murphy, Talbot-Bird and Universal, is master-at-arms.

1752's Will Fete Ohio Agents

The 1752 Club of Ohio will be host to the Ohio State Mutual Agents Assn. at a cocktail party at the agents convention at Columbus May 12.

Part of ECA A Is Reto

WASHINGTON — Senator M. L. Tamm of Minnesota introduced an amendment to the ECA bill which would have required insurance companies to give the industry a chance to compete. The House rejected the amendment.

The House, however, accepted an amendment to the ECA as introduced by Senator Tamm.

The House accepted the amendment as introduced by Senator Tamm.

The House accepted the amendment as introduced by Senator Tamm.

Reed Pe

The Reed Peacock of Denver is now Mr. Pennington's assistant. Mr. Pennington, who has been in the service since 1941, has been promoted to the rank of captain and is now in command of a large number of personnel. He has been assigned to the 10th Marine Division, which is currently in the Pacific. Mr. Pennington is a graduate of the University of Colorado and has been a member of the U. S. Marine Corps since 1939.

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Part of McCarran ECA Amendment Is Retained

WASHINGTON—A substantial part of Senator McCarran's marine insurance amendment to the economic cooperation administration \$5 billion authorization bill was retained in that measure as it went to the White House. The amendment would provide for dollar payment of insurance in certain circumstances and give the American marine insurance industry, it is said, a fair competitive chance to obtain business on ECA-financed shipments.

The House adopted the first part of the amendment, under the joint conference committee report on the measure, as Senator Connally told the Senate, but rejected the last half.

"However," he added, "the final action represents a distinct advance, and more or less, represents the Senate's view."

The amendment, as incorporated in the ECA authorization act follows:

"The administrator shall, in providing assistance in the procurement of commodities in the U. S., make available U. S. dollars for marine insurance on such commodities where such insurance is placed on a competitive basis in accordance with normal trade practices prevailing prior to the outbreak of World War II."

Eliminated was a proviso requiring marine coverage to be placed with companies officing in the U. S. when countries participating under the Marshall plan impose restrictive measures against the U. S. marine industry.

Reed Penington's 30th

The Reed Penington general agency of Denver is marking its 30th anniversary, Mr. Penington having started the agency Aug. 15, 1919. A number of the agents now doing business with Mr. Penington have been with him throughout almost the entire period. There are a large number of 25 year agents. The personnel of the general agency is well-seasoned. The oldest in point of years of service is Chauncey G. Adam, state agent who started in 1926. Lumbermens of Philadelphia and Underwriters of Allemannia, each has been represented by Mr. Penington for more than 25 years. Ohio Casualty nearly 25 years, Safeguard and Homeland nearly 20 years, and North River marine department through Appleton & Cox nearly 17 years. Each company has received a profit nearly every year.

Fresno Rally May 13

The ceremonial and barbecue of the Fresno-San Joaquin Blue Goose is being held at the California hotel, Fresno, the evening of May 13. On the next day the group will gather at Stewart & Nuss park on the San Joaquin river north of Fresno and it is expected that a number will attend the finale of the Fresno relays that night. The Fresno-San Joaquin group was converted from a puddle into a pond last November.

Chairman of the event is R. T. Lawrence of Fireman's Fund. General chairman of the barbecue is Carroll Baird of Jaynes & Son of Fresno.

Hearing Officer Gets Case

Following final hearing and arguments, held at San Francisco, the case of the insurance department of California vs. General Agencies of New York, Inc., has been submitted to the hearing officer, under the administrative procedural act for findings and recommendation to the California insurance commissioner.

The injunctive proceedings brought by Rhode Island Ins. Co., to restrain Commissioner Downey from interfering with the business of the company now was scheduled to be heard in the superior court at San Francisco this week.

Fond du Lac Warehouse Loss Decision Given

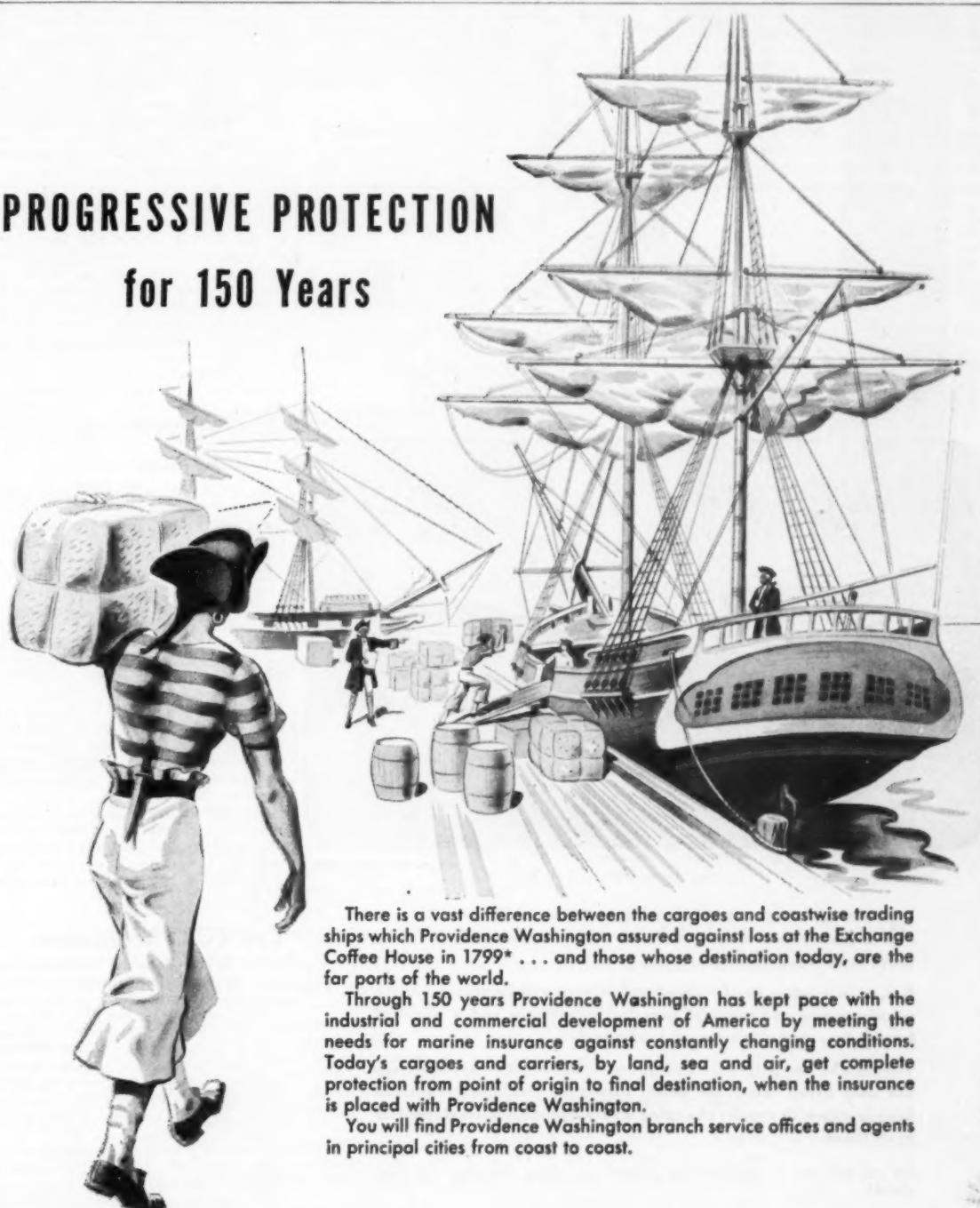
The Wisconsin supreme court has reversed a decision of Judge Fellenz at Fond du Lac which dismissed proceedings and cross complaints of 72 plaintiffs in the \$100,000 fire at Du Frane Moving Co. warehouse at Fond du Lac in 1945. The case was brought against Merlin Fehling, Yellow Truck Lines, Inc., his employer, and Fidelity & Casualty, the Yellow Truck's insurer. Further proceedings under stipulation of the litigants and according to law were or-

dered in the opinion of the high court.

The Du Frane warehouse was swept by fire Nov. 28, 1945. About 100 stalls of household furnishings were destroyed or damaged, and owners of the articles filed claims against Du Frane and Yellow Truck. It was contended that the fire started when a Du Frane company van slid into a gasoline pump adjacent to the warehouse. The pump was broken, gasoline rushed from the broken base and the resultant fumes ignited the warehouse. Fehling, a driver for Yellow Truck, was held to have been the last man to operate the Du Frane van before it slid down the icy driveway.

J. E. Hinshaw, local agent, has been elected mayor of Arlington, Kan.

PROGRESSIVE PROTECTION for 150 Years

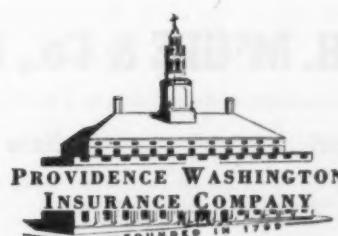


There is a vast difference between the cargoes and coastwise trading ships which Providence Washington assured against loss at the Exchange Coffee House in 1799* . . . and those whose destination today, are the far ports of the world.

Through 150 years Providence Washington has kept pace with the industrial and commercial development of America by meeting the needs for marine insurance against constantly changing conditions. Today's cargoes and carriers, by land, sea and air, get complete protection from point of origin to final destination, when the insurance is placed with Providence Washington.

You will find Providence Washington branch service offices and agents in principal cities from coast to coast.

**A Rhode Island ship, perhaps seventy feet overall, bound for the West Indies, would take on a mixed cargo; four or five horses, several hundred hens and geese, barrels of apples and fish, a large lot of native cheese, clapboards, and staves. These the captain would trade for sugar and allied products.*



Columbus Board Buyers Program

COLUMBUS—The program of the insurance buyers' conference of Insurance Board of Columbus April 27 will include general liability, valuations, state accident and health funds, business life insurance and insurance buying. Robert McClure is general chairman and W. G. Lauterbach, board president, will welcome the group.

Morning speakers will be G. E. Lasch, Cleveland, manager Bankers Indemnity, on general liability insurance, J. L. Miller, Indianapolis, Insurance Research & Review Service, on business life insurance and R. B. Gallagher, Philadelphia, insurance manager Phileco Corp., on corporate insurance administration. E. B. Moran, Chicago, central division manager National Assn. of Credit Men, will be the luncheon speaker, at which Robert Klie, past president Columbus

board, will preside. In the afternoon, with C. H. Eichhorn, a trustee of Ohio Assn. of Insurance Agents, presiding, G. R. Colburn, Milwaukee, assistant vice-president American Appraisal Co., will discuss property valuations and Richard Chislett, New York, insurance and social security department manager Standard Oil of New Jersey, will speak on implications of state A. & H. laws.

Outlines Police Arson Plan

At the April meeting of Kentucky Fire Underwriters Assn. Guthrie Crowe, head of the state police, spoke on the department's new program under which highway patrolmen will inspect any fire losses which could be traced to arson. Men have been trained for this work.

George H. Parker, Kentucky inspection bureau, also spoke on state cooperation.

The Fred L. Henkel Adjustment Co. of Denver has moved into new quarters at 937-38 Gas & Electric Building.

Air Cargo Insurance



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WHEN air cargo moves at three miles a minute—and every minute means money—then air cargo insurance service must move at the speed of flight, too.

But, as in aviation itself,—speed and precision in insurance service require years and years of practical experience and a world of knowledge. And a mind open to change!

That is why our policies, which protect shipments everywhere, are not only firmly based on sound insurance principles—but are kept in step with rapidly changing air transportation developments at all times.

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DALLAS—Gilbert Easley, Correspondent

HOUSTON—Charles D. Bailey, Correspondent

Jewels Undervalued, Gem Expert Tells Cincinnati Board

Edward Herschede, Jr., certified gemologist of Cincinnati Gemological Laboratories, told Cincinnati Fire Underwriters Assn. last week that most of the jewelry brought to his laboratory for appraisal is under-valued by 35% of today's current market, because of inaccurate and incomplete appraisal methods used elsewhere. He explained that the laboratory by means of a highly scientific and technical routine is able to establish estimates within 2% of the actual value of the jewelry and gems without removal of the stones from the settings. By the use of a specially designed "image graph" it is possible to reproduce an identical copy of a gem or piece of jewelry and provide police with an accurate description.

Once this record has been prepared, Mr. Herschede said, subsequent actual reappraisals are unnecessary. Current retail market value charts, which include the federal luxury tax, provide the basis for an accurate reappraisal. Charts are corrected every 90 days. No individual judgment enters into the examination and appraisal. About 90% of the laboratory's work is appraisal of diamond jewelry for insurance purposes. In evaluating diamonds, only four grades of perfection are recognized by gemologists—color, perfection, cut and size. There are eight grades of color and 14 degrees of perfection.

Legislative Report

A. M. O'Connell, president, discussed legislative trends in Ohio and urged each member to continue the practice of writing his representatives whenever any legislation harmful to the insuring public and the insurance industry is introduced. Herman F. Schottenfels, chairman educational committee, reported that consideration is being given to instituting additional courses, including one on agency management, at University of Cincinnati along the lines of the N.A.I.A. educational program. Ultimately, Mr. Schottenfels said, it is hoped that an active C.P.C.U. program will be conducted and if sufficient interest can be developed locally, recommendations will be made to institute a chair of insurance at the University.

Raymond Folz gave a summary of the N.A.I.A. midwest territorial conference at French Lick. Mr. O'Connell appointed Frederick Rauh, past president, chairman of the financial committee.

Eye FCIC Legislation

WASHINGTON—Insurance interests are watching developments with respect to crop insurance legislation. Some are concerned over action of the House committee on agriculture in recommending a provision of the Abbot bill recently reported by that committee under which coverage of the tobacco crop would not be limited to tobacco "in the field." In 1947 legislation such a limitation was imposed.

Some are also concerned over reports that under the bill, FCIC could insure grain in storage, which would interfere with commercial coverage operations.

Officials say, however, that there is no authority under the bill to engage in such an activity, for FCIC or to insure any crop beyond the stage where production could be measured.

It was pointed out that in the case of tobacco, it is impossible to measure production, and particularly value, until after the leaf is harvested and dried and cured in tobacco barns on the farms. Hence, the decision to remove the 1947 limitation upon tobacco.

A few years ago representatives of National Assn. of Insurance Agents fought FCIC on the issue of tobacco coverage and the "in the field" limitation was inserted in the law.

Mohrle, Hill Take Top Posts with Continental F. & C.

C. A. Mohrle has been elected chairman of Continental Fire & Casualty of Dallas, moving to that post from the position of executive vice-president.

The company has elected C. C. Hill as executive vice-president in charge of all operations. Mr. Hill has been vice-president.

Ohio Blue Goose Plans

COLUMBUS—The annual meeting and election of Ohio Blue Goose will be held here May 2. The business meeting, beginning at 3 o'clock, will be followed by cocktails and dinner. Judge Stewart of the Ohio supreme court will speak. G. F. Graf, state agent of Hanover, is dinner chairman.

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marine and casualty
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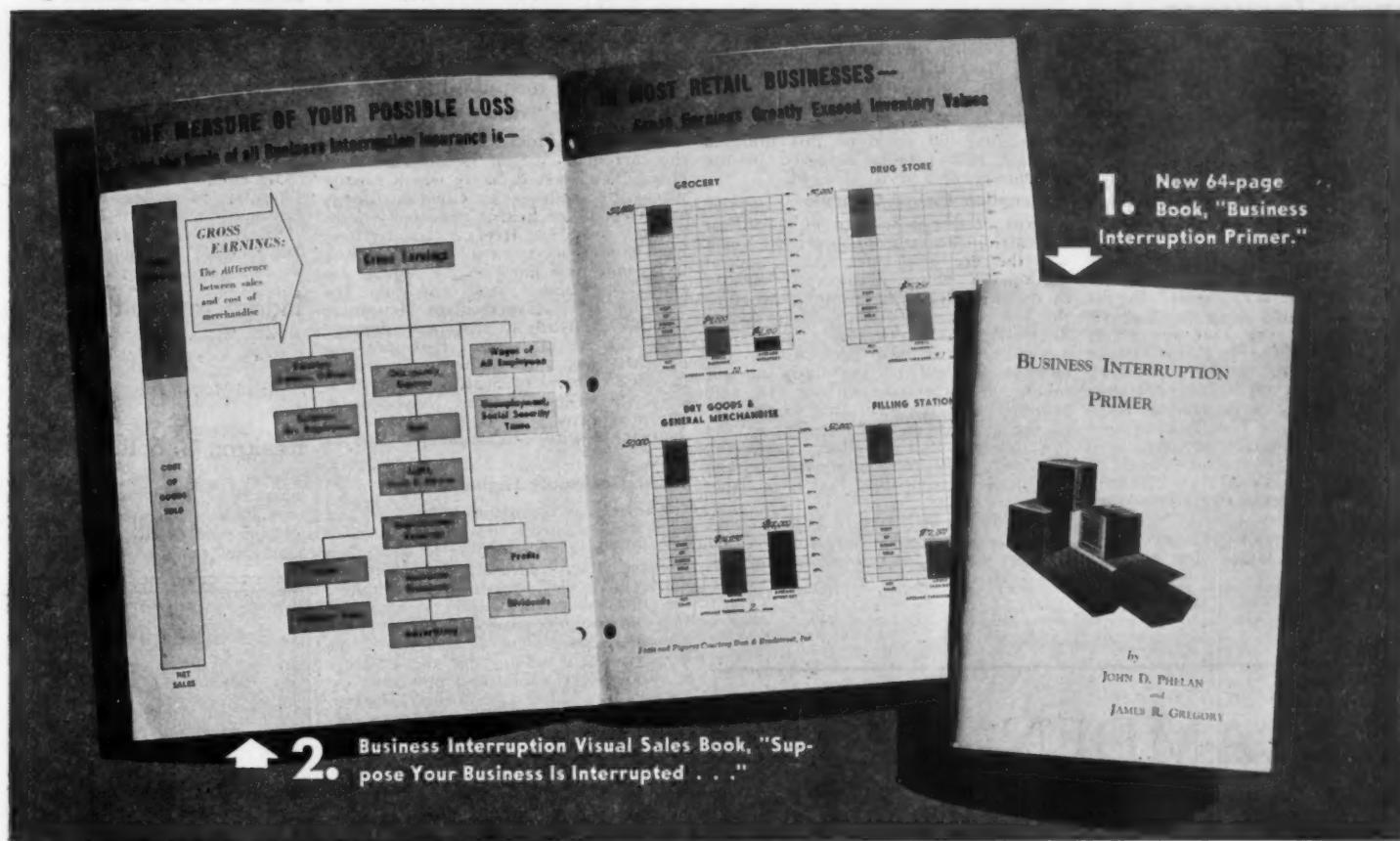
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A New . . .

Business Interruption Sales Kit

HERE IS A NEW Business Interruption Sales Kit, containing—

1. A new book on the Gross Earnings forms, *Business Interruption Primer*, and—
2. A field-tested visual sales book, "Suppose Your Business Is Interrupted . . ."

1. Business Interruption Primer—pictured above—is a new 64-page book that tells everything you need to know to start writing the new Gross Earnings forms for all but your very largest prospects. First Business Interruption book published since the war, its chapters tell: "Why A Business Needs Business Interruption," "What Kind Should You Sell?", "How Much Does He Need?", "What Does It Cost?", "Extra Expense Insurance and Other Allied Lines," "Special Situations" and "How to Sell Gross Earnings."

2. "Suppose Your Business Is Interrupted . . ."—The visual sales kit that helped one man produce more than \$20,000 in Business Interruption premiums in six months. With 8 pages of two-color pictures it shows your prospect exactly what Gross Earnings are, why and how much insurance he needs. It shows convincingly how his possible Business Interruption loss is usually higher than his possible contents loss—

although both losses will occur from the same fire.

HOW TO USE THIS KIT

To Present Customers—List your mercantile customers who buy Building and Contents Fire—and who need but do not have Business Interruption. Use the *Primer* to get complete Gross Earnings information in mind—then use the Visual Sales Book to help each prospect

see why he needs it.

New Accounts—All your prospects carry Building and Contents Fire—but only a few now carry Business Interruption. This new Sales Kit will help you sell this business properly, and make the best possible demonstration of your agency's intelligent service.

Send for this new Business Interruption Sales Kit Today!

-----CLIP AND MAIL WITH YOUR CHECK-----

COMPLETE BUSINESS INTERRUPTION SALES KIT.....\$2.00

Business Interruption Primer
An informative 64-page book on Business Interruption insurance, including the new Gross Earnings forms. Carefully indexed to answer any Business Interruption question quickly and easily.....\$1.00

Business Interruption Visual Book
An 8-page, two-color booklet (8½ by 11 inch page size) visualizing what

Business Interruption is and why your customers need it. With 6 special work sheets and Dun & Bradstreet ratios for 50 retail trades.....\$1.00

Additional Kits

Prices below apply to either book, or to the total quantity order at one time of both books:

1.....	\$ 1.00	50.....	\$ 33.75
6.....	4.50	100.....	65.00
25.....	17.50	500.....	275.00

ROUGH NOTES

P. O. Box 564, Indianapolis 6, Indiana

SEND ME copies of the new BUSINESS INTERRUPTION SALES KIT, including Visual Selling Book, work sheets and BUSINESS INTERRUPTION PRIMER. I enclose.....

OR—Send me copies of the Visual Sales Book and copies of BUSINESS INTERRUPTION PRIMER. I enclose.....

I understand if not entirely satisfied, I can return the books and get all my money back.

Name.....

Address.....

City.....

State..... RN 4-49

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Seattle Still Stands; Insurers Still Solvent

Reports from Seattle indicate that the earthquake there and in the Pacific northwest region was far less of a catastrophe than the immediate newspaper headlines indicated. As a matter of fact, it was not long after the quake until the estimates of public authorities as to the damage dwindled in Seattle alone to less than \$2 million.

The insurance loss apparently will be negligible. Very little earthquake insurance is carried in Washington. In the state of Washington insurance department report covering 1947 operations it is shown that the total earthquake insurance premiums were but \$844. However that does not include premiums attributable to the earthquake assumption clause. The only companies reporting straight earthquake income were General of Seattle with premiums of \$265, Hardware Dealers Mutual Fire \$289 and Mutual Implement & Hardware \$289.

There will be a number of automobile physical damages losses due to cars

being crushed by falling bricks and other debris. Also glass damage was considerable.

Reports from companies domiciled in the east indicate that they do not have much liability involved in the earthquake. Most of the nationwide accounts, the chain stores, carry earthquake insurance on stock. This would be true of buildings, too, where they own them. There may be some of this multiple location risk liability involved in the earthquake area it is believed.

Assumption Clause Common

Most of this is written by means of the earthquake assumption clause. Years ago the fire companies had a special earthquake policy. However, because of the difficulty of determining whether the fire company or the earthquake underwriter was liable, after an earthquake occurred and fire ensued, the companies went to the basis of not taking the earthquake without the same proportion of fire. This led to the use of the assumption endorsement in the fire policy which in effect makes the company liable for earthquake damage in the same proportion that it is liable for fire damage.

In spite of the quake in Seattle about three years ago, observers believe that there were not a lot of buildings insured

against earthquake at this time. A number of buildings, it is believed, were written by London Lloyds. Even on the multiple location risk business, the assumption clause has been written out and the earthquake coverage written separately in some markets other than the conference companies.

Drumming Up Trade

Agents and brokers immediately after the earthquake began to advertise coverage. Newhouse & Sayre which usually places its business at London Lloyds and General of Seattle reportedly were taking business freely. Underwriters from conference companies were willing to assume new lines on the regular assumption clause basis, providing the building were inspected to determine whether it already carried quake damage from the recent tremor. However, apparently they are not getting much of it, since General of Seattle will write it at a 1% deductible and Newhouse & Sayre reportedly is writing it at 1/2% deductible with coinsurance as low as 5%.

Usual Deductible Higher

The regular companies write 5, 10 and 15% deductible on 70% coinsurance or better. The 5% deductible is written in connection with dwelling properties and particularly well constructed buildings, the 10% on brick buildings, etc., and 15% on the old ones of ordinary construction. Also, General and Newhouse & Sayre were bidding for the business at rates lower than those published by Pacific Fire Insurance Rating Bureau. Word from insurance men in the northwest is that the press and radio overestimated the damage, even though it was the most severe quake in that area.

One insurance man comments that another 30 seconds would have caused a tremendously increased amount of damage, particularly with old buildings. Many of the old structures will have to be condemned, it is believed. A fortunate thing was the fact that no fires broke out, although the water mains in the south part of Seattle, the area of older buildings and congested values, were off for three hours.

No Catastrophe Plan

When the newspaper headlines first appeared insurance men wondered whether it would be necessary for the National Board to set up a catastrophe plan to handle the losses. That, of course, was not necessary.

One of the head offices received a report from its Pacific coast department stating that so far no losses had been reported. The Pacific coast manager stated that this is not because the company refuses to write the insurance as it has always been a profitable class, but very few interests in the northwest country buy it.

About three years ago in June there was a quake nearly as severe as the most recent one and a number of persons inquired about the cost of earthquake insurance. When they learned the price they passed it up. According to this manager, his department has not even had a flurry of requests for coverage since that last quake occurred.

Generally speaking, he reported, these shakes do not create a great amount of insurance loss. They make newspaper headlines because the loose bricks and cornices on old buildings are knocked off and fall to the street. In Seattle alone among the buildings to suffer some damage, principally wall cracks, were Olympic hotel, Edmond Meany hotel, Vance building, Dexter-Horton building, County-City building and Arctic building.

At Olympia the most serious damage was sustained by state buildings but these are not insured.

An interesting sidelight was the placing of earthquake insurance on seven Seattle buildings two years before the quake. The cover totaling \$2 million was placed by H. H. Wolfstone with General of Seattle. The risks were bound at nine in the morning and by noon the insured had called for appraisers.

Car Barn Loss at Regina Is Set at \$1 Million

More than 100 insurance companies are involved in the fire which destroyed more than \$1 million in property when car barn at Regina, Sask., and rolling stock was destroyed. The city of Regina's insurance is spread among all agents.

Regina has in effect 89 policies with board companies for a total of \$2,239,650. There are 23 policies in non-board companies for a total of \$959,850.

Saskatchewan government insurance had \$56,000 insurance on nine buses which were destroyed.

Bidder to Scottish Union

John Bidder, Kentucky Inspection Bureau, as of May 1 will become assistant to State Agent Ewing Stultz of Scottish Union & National at Louisville.

Resigns C. & R. Ky. Post

John D. Williams, formerly with Underwriters Adjusting, who succeeded Carl Bundo as state agent in Kentucky for Corroon & Reynolds early in the year, has resigned that connection.



ELIMINATE THE "GUESS"

Guesses and short cuts in determining insurable values can prove expensive. It is safer and cheaper to know.

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Over Fifty Years of Service
OFFICES IN PRINCIPAL CITIES



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Mayfair
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DOWNTOWN ST. LOUIS AT YOUR DOORSTEP

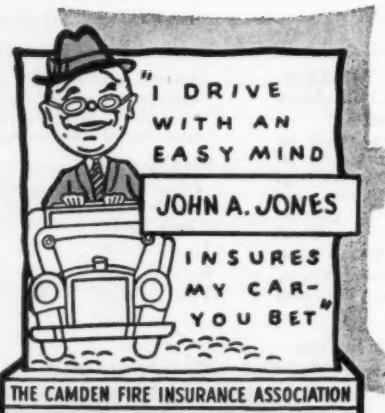
Radio in every room at no extra charge
Rooms from \$3.50. Garage Service

Write for handy rate folder DA

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the CAMDEN FIRE DOES IT AGAIN...

For years, THE CAMDEN FIRE has had the reputation of being the leader in insurance advertising aids to its agents. Now, THE CAMDEN has done it again—it is first to offer personalized plaques with your name inserted. If you are a wide-awake agent and believe that the companies you represent should be the same—get in touch with us today.



The Camden Fire
Insurance Association
CAMDEN, N. J.
NOW IN OUR SECOND CENTURY OF SERVICE



A Company is Known by the Agents It Keeps

Down for None

G. H. D. state agent for North Brie group. He pla Agent R. L. bois, resigns. Mr. Down he a d q u a tters will be 108 East Washington Indianapolis. Mr. Dow is a graduate Heidelberg College. He one of the men in Ind to receive C.P.C.U. and is now p ident of the He has had experience a has traveled has been b Union Fire uality.

R. D. Eck

Robert D. of the Ameri cal publica Insurance A Alarm Syste tor of public

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Blue Goose ning of May

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On her r Miss Edwards at a testi nois Fire U That testi large num company Edwards a Funeral Monday a sentation f Insurance

William spector in Pacific Bo for many Montana P

Downey to Indiana for North British

G. H. Downey has been appointed state agent for eastern Indiana for the North British group. He replaces State Agent R. L. Dubois, resigned. Mr. Downey's headquarters will be at 100 East Washington street, Indianapolis.

Mr. Downey is a graduate of Heidelberg College. He was one of the first men in Indiana to receive the C.P.C.U. degree and is now president of the Indiana C.P.C.U. chapter. He has had 15 years' agency and field experience and during the past six years has traveled in Indiana exclusively. He has been branch manager of Buckeye Union Fire and Buckeye Union Casualty.



G. H. Downey

R. D. Eckhouse to Babaco

Robert D. Eckhouse, formerly editor of the American Agency Bulletin, official publication of National Assn. of Insurance Agents, has joined Babaco Alarm Systems in New York as director of public relations.

Plan Dinner for Haynes

Casualty Underwriters Assn. of New Jersey will tender a dinner to William Haynes, recently retired as manager at Newark of the New Amsterdam Casualty, at Essex Fells Country Club April 28. The association will hold its annual outing at the same place June 3.

Loyal Protective Adds Policies

Loyal Protective has added a new group of 100% non-cancellable and guaranteed renewable to the age of 65 A. & H. policies. The new scale of premium rates is, in general, on a lower basis, although longer term policies carry a somewhat higher premium at the higher ages and a lower rate at the lower ages.

The Knoxville puddle of Tennessee Blue Goose will hold a splash the evening of May 5.

DEATHS

Miss Edith E. Edwards who was secretary of Illinois Fire Underwriters Assn. and its predecessor organization, Illinois State Board, for 34 years, died last week at Chicago. Miss Edwards had the affection of hundreds of field men who traveled the Illinois territory.

She started with the old Illinois State Board in 1908 after having been with the western department of Springfield F. & M. John C. Harding, now executive vice-president of Springfield, was mainly instrumental in having Miss Edwards appointed to the board position.

On her retirement in January of 1943, Miss Edwards was a guest of honor at a testimonial dinner given by Illinois Fire Underwriters Assn. at Peoria. That testimonial was attended by a large number of the older generation of company executives who knew Miss Edwards over the years.

Funeral services were conducted on Monday and there was a large representation from I. F. U. A. and Chicago Insurance Distaff Assn.

William T. Jackson, 80, electrical inspector in the Montana district for the Pacific Board, died at Butte. He was for many years purchasing agent for Montana Power Co.

Campbell Heads Chicago A. & H. Association Slate

John H. Campbell, manager of Provident Life & Accident, is slated for election as president of Chicago A. & H. Assn. at the annual meeting May 17. The slate reported at the April meeting also includes: Vice-presidents, Joseph S. Burns, Employers Liability; Donald C. McVey, Meeker-Magner & Co., and Ernest T. Leuhr, Parker-Aleshire & Co.; treasurer, Einar Jonland, Massachusetts Bonding; secretary, Marie Meade, H. & A. Underwriters Conference.

New nominees for directors are Irving G. Wessman, Loyalty group, retiring president; H. L. Bredberg, National Service & Appraisal; A. H. Wolters, Youngberg-Carlson Co.; L. C. Phelps, Great Northern Life, and Frank Sherwin, Mutual Benefit H. & A.

Melvin J. Evans, head of a Chicago sales engineering firm, spoke on "Human Engineering" and Mrs. Helen E. Fisher, president of Illinois Woman's Press Assn., discussed methods for insurance men and women to secure publicity. The program was under auspices of the women's division of the association, with Mrs. Irene Cada, president, introducing the speakers.

Martin Luther Promoted

Pennsylvania Fire has appointed Martin Luther assistant secretary of the accounting department at New York.

George H. Cable, formerly assistant cashier, was advanced to cashier, succeeding Mr. Luther.

Mr. Luther will supervise and coordinate the operations of the several divisions in the accounting department. Similar appointment of the two men is expected by other companies in the North British group.

Big Montana Loss

Damage is estimated at \$400,000 in the fire in the Occident Elevator & Cleaning Warehouse at Sidney, Mont. This includes loss to clover and alfalfa seed in storage.

Charles B. Coates, son of C. H. Coates of Rockledge, Fla., former president of National Liberty, has been named vice-chairman and general manager of the citizens committee for reorganization of the executive branch of the government. This will be a committee of 700 prominent men. Mr. Coates assisted Hoover during the commission's fact-finding study. He formerly was assistant director of public relations for General

Foods Corp; before that, an associate editor of "Factory", a McGraw-Hill publication.

Howe Named in Ill.

Royal Exchange has named Robert Emmett Howe, Jr., special agent in Illinois succeeding John R. Norris who resigned some time ago.

Mr. Howe attended Miami University in Illinois, Illinois Institute of Technology, and Library Institute of Insurance in Boston.

Mr. Howe has had several years of insurance experience, and served with anti-aircraft and military police of the army.

Form Residence Mutual Fire

Application has been made to the California department for a permit to organize Residence Mutual Fire of Los Angeles by 30 persons who own property in Los Angeles county in excess of \$50,000. Directors are from Los Angeles, Whittier, Arcadia and Alhambra.

Remove Taxis from Regulation

A bill has been introduced in the North Carolina legislature to remove taxicabs from the rate regulation law.



MASSASOIT HOUSE

1849

As Lloyd's Coffee House in London is famous the world over as the birthplace of insurance, so too, the old Massasoit House in Springfield, Massachusetts, is famous in the annals of the Springfield Fire and Marine Insurance Company. It was in this nationally renowned hostelry that Marvin Chapin, its owner, and successful New England business man, planned a fire insurance company to keep insurance premium money at home and thus help the city of Springfield to grow. That was in 1849 when westward expansion was spurred to fever pitch by the California Gold Rush... Springfield then was but a small community of just over eleven thousand inhabitants, and it was no easy task in those early days to interest investors. But, aided by other pioneering civic leaders, Mr. Chapin was able to obtain the necessary number of incorporators and to organize the Springfield Fire and Marine Insurance Company. Just a hundred years ago, on April 24, 1849, the Massachusetts Legislature, by special act, granted the Company a Charter... Growth of the Company has kept pace with that of the expanding commerce of the country. Its history has been eventful. Dramatic incidents have occurred. Catastrophe has threatened time and again, but each time the Company has emerged triumphant and stronger than before. Today, its position as one of the leaders in the fire insurance industry is signal evidence of its century long adherence to the high ideals of its founder, Marvin Chapin, proprietor of the Massasoit House... SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY, Springfield, Mass., and its subsidiaries: SENTINEL FIRE INSURANCE COMPANY, Springfield, Mass.; MICHIGAN FIRE AND MARINE INSURANCE COMPANY, Detroit, Mich.; NEW ENGLAND FIRE INSURANCE COMPANY, Springfield, Mass.; NEW ENGLAND CASUALTY INSURANCE COMPANY, Springfield, Mass.

1949

MARINE INSURANCE NEWS

Suggests Cure to Adjusting Problem

NEW YORK—The difficulties faced by insurers when there is loss of a piece of jewelry whose value cannot be determined because insured inherited it, was given it, or purchased it a long time ago and doesn't remember the price, were outlined at a meeting of the Inland Marine Claims Assn. here by M. Leonhard Steinfest, New York jeweler.

When a binder on a jewelry or personal property floater is issued, the broker often is requested to get information on the articles insured. Haphazard appraisals by jewelers do not answer the problem; more is required than an offhand valuation on the back of a business card with no description—such as metal, number, weights and quality of diamonds.

Inflation Multiples Problem

The headaches of adjusters from poor appraisals are multiplied by inflation, the great amount of radio advertising by dealers on the "highest prices" for jewelry, and resales by private individuals, Mr. Steinfest said. These things have built up insured's idea of the item's

value.

The adjuster often finds the description of the article of jewelry inadequate. If there has been an appraisal, the jeweler who has made it has failed to keep a copy and doesn't remember. It is a tough problem to settle a loss amicably under these circumstances.

Mr. Steinfest suggests a cure to the difficulties is to designate responsible jewelry concerns where all insured could avail themselves of appraisal service; underwriters can demand accurate and descriptive information on all articles to be insured and they could decline appraisals or bills unless made out on regular, recognized business stationery.

Such a plan would facilitate recoveries.

Break Up N. Y. Parcel Post Ring; Insurers Pleased

NEW YORK—With the arrest here of 129 persons in the recovery of approximately \$75,000 in stolen merchandise by postal inspectors and police, it appeared that a ring of parcel post thieves operating in New York City since last year has been broken up. Most of the loot was silk garments, nylon stockings, furs, etc., shipped here by

manufacturers. Approximately \$50,000 of the merchandise was recovered from a "dummy store" on the lower east side. There were three mail trucks of merchandise. One of those arrested included a fence who was used to dispose of the goods.

Inland marine men report that losses on parcel post at New York have been very bad, and they are optimistic that losses will now improve. Experience had steadily grown worse until the market was extremely tight, both as to risks and amount. The majority of the shippers whose goods were stolen by the ring that has been broken up, it is estimated, carried parcel post insurance in private insurers. It is doubtful if the insurers would recover much as a result of the recovery of the stolen goods, but they hope that the breakup of the ring will have a very beneficial effect on future experience.

Mr. Rosenlund used "deceit." He said the court should cancel his ownership of 17,500 shares, remove him as chairman and void his "voting trust" for other stockholders to deprive him of control.

Calif. Standard Policy Revision Bill Advanced

LOS ANGELES—The California senate committee on financial institutions has given a "do pass" recommendation to a bill to substitute the New York standard fire policy form for the present California standard.

But a single person appeared before the committee while the bill was being considered. H. H. Hendron of the legislative committee of California Assn. of Insurance Agents stated that the latest series of amendments met the views of the association.

These changes, it is understood, were that in the added provisions a clause, the words "But no provision may be waived except such as by the terms of this policy is subject to change," has these words added, "or permitted by statute."

In the section relating to loss by fire, the phrase "against direct loss by fire," was changed to read, "against all loss by fire."

The phrase relating to reporting fires, reading: "The insured shall give immediate written notice" was amended to read: "The insured shall give written notice within a reasonable time."

In the section relating to the requirement for verified plans and specifications, with the amendments just made the sentence reads: "And if required verified plans and specifications 'if available' of any building, etc." The words "if available" are the amendment.

Kan. Department Promotions

Paul S. Wise has been advanced from claim adjuster with the Kansas department to assistant commissioner. He succeeds Robert H. Kaul, who recently was appointed judge of the 36th Kansas judicial district by Governor Carlson. Mr. Wise is succeeded as claims adjuster by William M. Busch of Wichita, who has been assistant to Mr. Wise the past two years while completing his law course at Washburn University law school, Topeka.

SAFETY SUPERVISOR

A Midwestern Casualty Company with an aggressive safety engineering program needs a man with 10 years all around insurance safety engineering experience. Some of this must be in supervision. This man will assist the manager in administering their program. For a man with experience and executive ability this position offers much.

For particulars write,

FERGASON PERSONNEL
330 S. Wells St., Chicago 6, Illinois

A Simple Equation... with a SIMPLE ANSWER

$$CP + M \times MT = \$711,000,000.00$$

In other words—

CP (careless people) plus M (matches) multiplied MT (many thousands) = \$711,000,000.00, the annual fire loss in the United States. There is a simple answer which can reduce this equation to a very great extent—that is carefulness at all times. Won't you do your part in calling this most important matter to your clients and friends?

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W. U. A. Gets Out Primers on Basic Procedures

Western Underwriters Assn. has produced two pamphlets, one entitled "A Guide for Correct Policy Writing" and the other "Properly Regulated Office Functions Increase the Sales," this being a treatise on agency management.

These publications constitute primers and have been very carefully prepared. In transmitting the "Guide for Correct Policy Writing" to the field, W.U.A. points out that the need for a policy-writer's guide has become more pressing due to the present turnover in agency personnel as well as the changing of many agents from a survey to a direct writing basis.

Dearth of Material

W.U.A. states that there is a dearth of material along this line directed at the level of employe that it was desired to reach.

W.U.A. found that in seven states in 1947, criticisms involving "money" differences were issued on 348,878 policies or 5.4% of the total. Correction slips for all errors totaled 9.3%.

If the cost of preparing an endorsement amounts to \$1.66, there was a figure of \$679,137 chargeable to incorrect policywriting to agencies in seven states.

The endeavor has been to outline the fundamentals leaving the elaborations for the more advanced student.

In discussing the coinsurance clause, W.U.A. has omitted the cumbersome fractions so frequently used and instead has used a method tested with insurers which better conveys the effect of the clause.

Field men are counseled to advise larger agencies to analyze their own audit bureau correction notices, so as to determine the shortcomings in their own offices.

The agency management booklet covers records and routine and accounting practices. The effort has been made to be interesting and concise, but at the same time these are technical subjects and require meticulous treatment.

Field men are asked to urge their agents to read the booklet and to compare its recommendations with their present system.

The forms that W.U.A. has suggested have some features that are not usually found in the prepared systems.

Preparing Accounts Current

Many of the newer or smaller agencies still have difficulty in preparing accounts current. It is important in any group meetings to outline the details involved in such a preparation.

W.U.A. in conveying the booklets to field men, said that equally important with proper use of accounts receivable records and the need for keeping the agents' accounts receivables liquid, is the need for the agent keeping up his payables. Almost always the most profitable agencies are those which have the lowest proportionate amount of payables to receivables. It is a danger signal any time the payables are more than 80% of the current receivables.

Attention should be given whenever receivables are more than 13% of the annual writings. This would indicate that the agent either has an unusually large current month or he is extending himself too far. It is pointed out that the field man is doing the agent a service by keeping him solvent.

In the pamphlet on the guide for correct policy writing, the use of tabulator stops is recommended in writing policies.

W.U.A. points out that in preparing a policy there are 31 operations that require the placement of the carriage. By the use of the lefthand margin block and four tabulator stops, the work can be made easier and a better appearing and more uniform policy produced.

Setting the tabulator stops for this purpose will in no way interfere with any of the other typing operations.

With the paper guide set at 0 for a pica typewriter, set the left hand margin at 5 and tabulator stops at 15, 31, 50 and 61. For an elite typewriter, the margin stop would be set at 6 and the tabulator stops at 18, 37, 60 and 73.

"We have gone into the problem of adjusting the left margin stop so that it could also be used as a guide for lining up the various amounts of insurance on the form. It can be done partially but not satisfactorily. If the left margin stop is set for the form, then when typing the countersignature date of the policy it becomes necessary to release the margin and to back space an appropriate number of spaces, depending whether a pica or elite machine is used.

"For mechanical reasons the form cannot economically be changed. Its width is the best suited for multiple printing and the cutting rolls require a minimum of one-half inch of space between the printed material of the forms."

Loss Settlement Problems

Arthur W. Gehrig, superintendent of claims of Potomac, is discussing "Problems in the Settlement of Losses" at the April 21 meeting of Insurance Accountants Assn. of New York City.

Bank "Ad" Is Strong Ally of Local Agent

Local agents at Fargo, N. D., were much pleased at an advertisement inserted in the newspapers there the other day by Dakota National Bank, "Have You Reviewed Your Insurance Lately?"

The text points out that the dollar does not buy as much as it did 10 years or even five years ago. The value of the dollar in terms of what it will buy has shrunk. "Likewise the value of everything you own is worth more in terms of dollars. In the light of these increased values will your present insurance replace at today's high prices your home, your jewelry, your furniture and other household effects—your store or your merchandise—if you should have a loss?"

"This bank does not sell insurance. Your insurance agent does that. We are interested in safeguarding property values and also the financial welfare of our customers."

"Your insurance agent will gladly review your policies and revise your coverage so as to give you full protection in the event of a loss."

"May we suggest that you see your insurance agent at your earliest opportunity."

Norwich Union Surplus and Premiums Gain

Norwich Union Fire's statement reflects an excellent year in 1948. On all counts, it was substantially better than 1947. The company added \$421,849 to surplus. The underwriting gain was \$208,849 and the gain from investments \$164,112. The gain from miscellaneous items was \$54,892. The company had approximately a 7% increase in premium volume, to \$3,945,000.

John W. Hull, Iowa state agent of Continental Fire, is reported recovering at the Iowa Methodist hospital at Des Moines from injuries received in a freak accident while driving in the recent Iowa blizzard. Mr. Hull, accompanied by Thomas Dawson, special agent for Continental, and W. H. Brode, state agent for Fidelity-Phoenix, were returning to Des Moines from the regional meeting of Blue Goose at Sioux City. About ten miles south of Denison the machine hit a pile of snow in the road and turned over.

Mr. Hull was taken to the Des Moines hospital with several cracked ribs and a crushed vertebra and as a result will have to stay in a cast for some time. Messrs. Dawson and Brode were not injured except for a shaking up.

There's no
impulse
buying in
THIS
market!



Manufacturers ask questions before they buy insurance. Suppose a prospective client says—

"A machine in my manufacturing plant explodes and badly damages an adjoining plant owned and operated by another manufacturer. Would the property damage suffered by the neighboring manufacturing plant as a result of this explosion be covered by my Manufacturer's Liability policy?"

Could you answer his question?

Answer to the quoted question is contained in the Group's current issue of "True or False." Your copy is available on request to our Advertising Department.

The right answer at the right time creates confidence in your ability to intelligently serve your clients. And, nowadays, there are innumerable opportunities awaiting the progressive agent to sell not only Manufacturer's Liability insurance but other liability lines as well. Agents of the Royal-Liverpool Group can count on information and assistance in soliciting this type of business.

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EAGLE INDEMNITY COMPANY • GLOBE INDEMNITY COMPANY • ROYAL INDEMNITY COMPANY

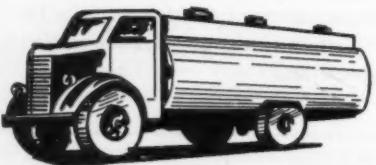
"Agency-Conscious" Claim Service



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Domestic Market for

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- Propane Haulers
- Gasoline Haulers



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CHICAGO 4, ILLINOIS
WABASH 2-3622

Graphic Technique Used in School



Selling insurance in a town made famous in the '30s as America's typical town was the task of 50 Lumbermens Mutual Casualty and American Motorists agents at their opening 1949 refresher course, at the Edgewater Beach hotel, Chicago, last week.

This was the first meeting of the course, which will be repeated in the east three times. It was open to mid-western agents.

To dramatize the 20-odd coverages that were under discussion each agent was given an opportunity of writing the business on three typical risks.

The town itself is pictured for the audience by a greatly enlarged air photograph of Muncie, Ind., which was renamed Hometown, U. S. A. It was chosen as typical of a medium-sized American city from its description in Middletown, the studies made by the Lynds in 1929 and again in 1937.

Three blanks in the main photo-mural are represented in separate diagrammatic enlargements of three risks named, the Lake street garage, Hometown Manufacturing Co., and Hoffman's dry goods store.

Emphasis of the year's five-day course is on miscellaneous coverages. No regular sessions on automobile and compensation were included in the outline, and the time was spent on bonds, boiler and machinery, burglary, A. & H., liability and fire lines.

In each session, an entire afternoon is given over to letting the agents trade ideas and information in an open meeting. At Chicago, a four-man panel began the discussion, which quickly was taken over by questions from the floor. Registration is still open for the other

meetings of the course, to be held at Natural Bridge, Va., April 25-29; Winchendon, Mass., June 13-17, and Cooperstown, N. Y., June 20-24.

In the picture J. M. Breen, director of Mutual Insurance Institute, shows W. H. Bradley of Grain Dealers agency, Indianapolis, Edward H. Jackson, Mutual Insurance Agency, Shreveport, La., and Ray V. Smith, Western Millers agency, Kansas City, the cut-away sketch of one of the risks they are insuring. A ribbon from the drawing to the photomural of "Hometown" shows the location of the "insured".

Vincent Haidinger Resigns

Vincent M. Haidinger, vice-president and manager of Newhouse & Sayre, has resigned, after 16 years with the firm. Mr. Haidinger opened the Los Angeles offices in 1933.

Prevention Work Merged

MINNEAPOLIS — Insurance Club of Minneapolis and Insurance Agents Assn. of Minneapolis have merged their fire prevention activities under a joint committee headed by John E. Jackson, state manager of Home, as chairman.

Compulsory Bill in Florida

A compulsory automobile liability bill has been introduced in the Florida house.

Credit Cover Control Bill

A bill to place credit insurance under rate control has been introduced in the Michigan senate.

... Have positions open for State and Special Agents in Tennessee, Eastern Missouri, Kentucky, Cook County Illinois and Michigan. Also for Fire and Automobile Underwriters.

IF YOU CAN QUALIFY

... here is an opportunity for you with one of the country's well established, old line insurance companies. Positions offer an excellent opportunity combined with future security for men with "Know How" between the ages 25 and 35.

If you feel you are qualified, write giving us the complete story in your first letter—age, education, experience, other qualifications, family background and salary expected.

All replies will be held in confidence.

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Ill. Institute Insurance Course Idea Welcomed

Although it will be several weeks before the final decision can be made on whether to set up a sponsored fire insurance course at Illinois Institute of Technology as outlined by the governing committee of Western Underwriters Association at the annual meeting at White Sulphur Springs, it is now pretty well taken for granted that the program will be launched commencing in September. A number of the important companies have enthusiastically committed themselves to sponsor the maximum of four students and the idea generally is getting a very favorable response. This will be a governing committee matter and before action can be taken the new governing committee must be constituted.

The plan calls for the sponsoring of up to as many as four students by a single company. The course will run two years and the classes and study periods will be scheduled for the morning. In the afternoon the students will work in the offices of their sponsoring companies. The sponsors will pay the tuition and pay the young man half of the full salary scale. The students will agree to work in the office of the sponsoring company for at least two years after graduation.

Like Northwestern Plan

In essence this is the plan that was followed at the Northwestern University fire insurance course that was discontinued in the depression days. If the program is carried through according to the blueprint, it will mean that Illinois Institute will occupy an even more prominent part in fire insurance education. It is there that the fire protection engineering course is given at the campus at 33rd street that was formerly Armour Institute of Technology. This is a four year engineering course with strong emphasis on fire protection features in the last two years.

Most of the students are scholarship men under an insurance industry setup and the graduates are committed to work the first years after graduation in the offices of inspection bureaus. The head of that department is John J. Ahern and it is contemplated that he would also have an important place in the two year program which would be given at the Illinois Institute campus on the west side of Chicago. The curriculum in the two year course would have some insurance features and Mr. Ahern would be the natural man to have jurisdiction there. However broad, liberal education will be pursued with such subjects as English, public speaking, economics, principles of accounting, elementary calculus, etc.

There would have to be perfected the details of a plan for screening applicants for sponsorship. The initial screening process would probably be conducted by a committee.

Adjustment Rally in Ark.

LITTLE ROCK—Branch managers of General Adjustment Bureau in Arkansas and members of Arkansas field men conducted a two day loss adjustment "underwriting conference" here with members of the executive staff of the southwestern department of G.A.B. in charge of the program. T. C. McCurdy, general manager, and James F. Mazzia, assistant general manager, acted as program leaders. The meeting was the second to be held in the state, a similar conference having been conducted in Little Rock last fall.

Cochran Co. Expands

C. E. Cochran Co., Seattle marine agency, has added a surplus line department with George C. Hansell as manager. Mr. Hansell has had 20 years' experience in the London market.

300 Hail Adjusters Attend "School" at Wichita

The first of a series of three "schools of instruction" for hail adjusters was conducted last week at Wichita with 300 in attendance from Texas, Oklahoma, Kansas, Nebraska and Iowa. E. R. Smith, hail manager of Home, was chairman of the program which featured nine speakers followed by an open forum.

Talks were given by L. G. Van Zile, hail manager of Fireman's Fund; Prof. L. E. Melchers of the botany department of Kansas City College, who discussed insect and disease damage which can be confused with hail; Miles Formo, assistant hail manager of Great American; Martin A. Aegerter, assistant hail manager of Home; S. K. Bjornson, manager of Rain & Hail Bureau; A. A. Thull, Montana hail department supervisor of Home; T. G. Dahl, hail manager of Great American; G. C. Edwards, hail superintendent of America Fore, and Oscar Hansen, Rain & Hail special agent in Iowa.

Other hail men in attendance included E. V. Sharp, farm and hail superintendent of America Fore; R. H. Gregg, farm and hail superintendent, and Fred Schoeffler, loss superintendent of Crum & Forster; L. E. Morgan, hail manager

of Preferred Fire of Topeka. Many of the companies held their field men over for individual meetings.

Other meetings are planned for Des Moines and possibly Fargo.

Moher Ky. State Agent

Richard W. Moher, who has been in the Nebraska field for Granite State Fire, has been transferred to Kentucky as state agent of the New Hampshire group. He succeeds Parkhurst H. Blood, who was transferred to the home office a few weeks ago after three years in Kentucky.

Board Explained to Veterans

Paul F. McKown, president of the Pacific Board, outlined operations of that organization at the luncheon meeting of San Francisco Post 404 of American Legion. Frank C. Colridge, new general manager of the board, was introduced and spoke briefly.

Triple Pond Fete at Philadelphia

The Penn pond of Blue Goose is playing host to a joint meeting of its members with those of the Chesapeake and National Capitol ponds April 25 at 420 Walnut street, Philadelphia. The cost, which includes food and refreshments, is an astonishingly low \$3 per person.

Henrikson to F. A.

Fire Association has named Chester E. Henrikson as special agent in the Sacramento territory.

Mr. Henrikson has been with the Pacific Board, 1930-1942 and later was with Marsh & McLennan at Los Angeles and Fred S. James & Co. at San Francisco. His headquarters will be at Sacramento.

Ia. Mutual Agents Elect

Glen Hurd of Clarksville was elected president of Iowa Assn. of Mutual Insurance Agents at the annual meeting at Cedar Rapids. L. S. Bohannon of Algona is vice-president and Fred Meyer of Aplington secretary.

Philip Baldwin of Washington, D. C., national executive secretary, spoke at a luncheon.

Postpone N.Y.C. Outing

The annual golf tournament and outing of the New York City Blue Goose has been postponed from May to Friday, June 24, at Rock Springs Country Club, West Orange, N. J.

Richard Baldwin, accident prevention supervisor at Detroit for Maryland Casualty, addressed a meeting of Insurance Women's Clubs of Detroit on "Safety All Around."

Is the Insurance Agency really an Insurance Store?



PUBLICITY

FOR THE LOCAL AGENCY

Is "Name"-advertising good enough for the Local Agent?

Like any retail business, the insurance agency has to have publicity—it has to be "well known."

In looking at the subject of publicity, maybe we can learn a lesson from the retail store.

For instance, sometimes while we are advertising the one word "Insurance" and

hoping people will understand what we mean, the retail store is advertising the many products it has for sale and is showing people benefits they will enjoy if they buy these products.

In the competition for the buyer's dollar, the larger share will go to the "merchandiser" who explains what it is he has to sell and what it will do for the man or woman who buys it.

The insurance agent, who offers protection from many perils, can do this very thing.

"Name"-advertising is an essential for the local agent but "products"-advertising and "benefits"-advertising are just as important.



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H. C. TOBEY ANNIVERSARY

Howard C. Tobey, well known insurance broker of Chicago, celebrated his 75th birthday anniversary at Chicago Club with a group of 40 of his business and personal friends. He has been with Marsh & McLennan since 1930. He is a New Englander by birth and went to Chicago in 1898. In his earlier years he was with American District Telegraph Co. and had the distinction of signing up the first order for A.D.T. service at Chicago. Before going to Marsh & McLennan he was with Fred S. James & Co.



H. C. Tobey

PERCIVAL LEAVES LOOP

Francis S. Percival, who has operated an insurance brokerage and agency office in the Chicago loop 28 years, has moved to 6540 Northwest Highway, Chicago. He has been located at 208 South La Salle street. The new office is about a mile and a half from his home at Park Ridge, Ill. Home Owners Agency, Inc., of which Mr. Percival is president, also has been moved to the new location.

Lee Eshelman, who was formerly with the Critchell-Miller agency, has joined Mr. Percival. Herbert B. Percival will join the agency when he graduates from University of Illinois in June.

MOORE, CASE CELEBRATION

The Moore, Case, Lyman & Hubbard agency of Chicago is giving a cocktail party at the Union League Club Friday afternoon for a sizable number of its own key personnel and company and other friends. This will be followed by a dinner for the main executives of companies in the agency and this will be attended by a number of prominent insurance executives from outside the city. Throughout this year Moore, Case is celebrating its 90th anniversary and the Friday activities will constitute one of the high points of the year.

Frank Coffin will be master of ceremonies at the dinner and he will give an historic sketch of the history and development of the agency since 1859. He has been engaged in considerable research. J. K. Walker, the senior partner who has been with Moore-Case 29 years and has been in the insurance business 51 years, will speak in behalf of the firm. Sam Rothermel, acting head of the firm, will give a message. Waldo Ames will introduce the key men in the organization. Harry Knight, the fifth partner, will be on hand, returning from Fort Lauderdale, Fla. The two associate partners are Carl Boske and R. B. Kegley.

In addition to the principal western departmental executives Hartford Fire will be represented by Vice-president James Hullet; Home by Executive Vice-president Ivan Escott; St. Paul by Chairman C. A. Codere, President A. B. Jackson and Vice-president C. A. Dossdall; St. Paul-Mercury Indemnity by President Milton H. Price; Firemens by Executive Vice-president W. B. Rearden; North America, Vice-presidents Richard Osgood and Bradford Smith; Hartford Accident by President Paul Rutherford and Vice-president A. W. Spaulding; Guy Carpenter & Co. of New York by Ray Chapin.

Vice-president and Western Manager E. A. Henne of America Fore and E. B. Vickery, secretary and Cook county manager will do the honors for Continental and E. D. Lawson, vice-president and western manager, will be the Fireman's Fund executive.

Mill Owners of Iowa Names Four New Field Men

Vincent D. Bergquist has been appointed special agent for Indiana, Michigan and Illinois for Mill Owners Mutual Fire of Des Moines. John M. Rather becomes special agent for Alabama, Mississippi, and Louisiana, H. D. Curry for Virginia and North Carolina, and John S. Kerper, Jr., for western Iowa and eastern Nebraska.

Mr. Bergquist went with London Assurance at Chicago in 1938 and after serving in the army air force he graduated at Cornell College Iowa in 1948.

Mr. Curry graduated in fire protection engineering at Armour, was senior fire inspector for DuPont at Hanford, Wash. He served in the navy and since 1947 has been on the engineering staff of Mill Owners at New York. His father, E. E. Curry, who died in 1947, was Iowa special agent for Mill Owners.

Mr. Rather attended Louisiana State University and after serving in the army air forces, went with Baton Rouge Claims Service as general adjuster.

Mr. Kerper attended Indiana University. He has completed a course of study at the home office. His father and father-in-law are both in the insurance business.

WANT ADS

FIELD REPRESENTATIVE WANTED

Splendid opportunity for an aggressive man under 45, as field representative for the State of Iowa. Should have a good knowledge of Fire, Crop, Hail and Farm Windstorm lines—and also adjusting experience on Crop Hail. Position offers all the advantages of associating with Home Office of one of the bigger Mutual companies. Established agencies now producing good volume.

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FIRE UNDERWRITER, experienced in directing personnel on forms, underwriting, etc.

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Our personnel are advised of this advertisement.

Address U-9, The National Underwriter, 175 West Jackson Boulevard, Chicago 4, Illinois.

WANTED: Colorado manager for Denver branch office. Must be aggressive producer with knowledge of fire and casualty lines. Write Box T-94. The National Underwriter, 175 West Jackson Blvd., Chicago 4, Illinois.

Company desiring to establish Arkansas service office at Little Rock desires manager with knowledge of fire and casualty lines. Must be aggressive producer. Write Box T-85. The National Underwriter, 175 West Jackson Blvd., Chicago 4, Illinois.

FOR SALE
Unusual opportunity to purchase 13-year old insurance agency in South Florida. Excellent company connections, no brokerage business, commissions averaging around 22%. Fire and windstorm bulk of business. Address U-13, care The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Responsible position open for experienced man to take complete supervision of automobile department for old, established company. Address U-16, care The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

April 21, 1949

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FIELD

Sioux City Blue Goose
Regional Draws 130 Ganders

SIOUX CITY, IA.—More than 130 Blue Goose members from Iowa, Minnesota, Nebraska and the Dakotas attended regional meeting here.

There were 10 initiated, six from Iowa, three from Nebraska and one from South Dakota. Paul Olinger of Minnesota served as most loyal gander for the initiation ceremonies.

J. H. Bunten, former Iowa most loyal gander, was toastmaster at the banquet and talks were given by Most Loyal Grand Gander E. W. Trenbath from Seattle, and Grand Supervisor J. Ray Hull of Indianapolis.

Ohio Speakers Hear Hill

Robert D. Hill, staff adjuster of Home, addressed Ohio Stock Fire Insurance Speakers Assn. at Columbus Monday on "Some Differences Between Farm and Town Coverages."

Name Bird in Mississippi

Henry A. Steckler Co. general agency of New Orleans has appointed Stanley J. Bird special agent for Mississippi. Mr. Bird has had several years' training in the New Orleans office and attended the insurance courses at Tulane University. He will have headquarters at Jackson.

Pa. Group to Hear Kauffman

George M. Kauffman, supervising electrical inspector of the Middle Department Assn. of Fire Underwriters, will address the April 26 meeting of Anthracite Field Club at Kingston House, Kingston, Pa.

Hass in Montana Field

Melvin H. Hass, Jr., has been named state agent in Montana for Phoenix of Hartford. He will have headquarters at Helena. Mr. Hass has been special agent in western Washington and is succeeded there by Jack McBroom, who has been at San Francisco.

Burns Named at San Diego

Hartford Fire has appointed Howard T. Burns as special agent in the San Diego territory replacing Fred M. Radcliffe, resigned. Mr. Burns has had several years of experience as examiner and surveyor with the Pacific Fire Rating Bureau.

Inspect Plymouth, Wis.

An inspection of Plymouth was made by 25 engineers and field men of Wisconsin Fire Prevention Assn. Ben H. Bauer, Great American, Milwaukee, was chairman. At the banquet I. F. Statz, Madison, supervisor fire prevention division of the state industrial commission, spoke.

Eastern Iowa Puddle Elects

CEDAR RAPIDS—Newly elected officers of the Eastern Iowa puddle of the Blue Goose are: G. H. Gilliland, big toad; Robert Cizek, pollywog; G. H. Mickelson, croaker, and Jay Smith, bouncer.

Houston F. & C. Opens at Abilene

Houston Fire & Casualty has opened an office at Abilene, Tex. It will be staffed by Jack Moynahans as special agent; Walter Harrison, claims manager; Fred E. Bryson, engineer, and Norman Harms, auditor.

Sherwood Bay State Speaker

Donald B. Sherwood, general adjuster of National Board, will address the Bay State Club of Boston on April 22 in Brookline. The club has invited all independent adjusters in the district.

NEW YORK

UNEARTH WOODEN PIPES

When digging under the area in front of the America Fore building at 80 Maiden Lane in New York, Consolidated Edison Co. found three sections of wooden water pipe installed in 1799 by the Manhattan Co., of which Alexander Hamilton and Aaron Burr were proprietors, and which were used to carry well water. They had not been used since 1835 but were in excellent condition.

BRADLEY, McGARRY SHIFT

Ogden Bradley has been named insurance manager of U. S. Industrial Chemicals, New York, succeeding W. P. McGarry, who resigned to join Blackstone Mutual Fire as a special representative out of the New York office. Mr. Bradley was with the Despard & Co. brokerage firm at New York

from 1933 to 1939, when he went with the insurance department of American Tobacco Co. He remained in that post except for four years of naval service in the Mediterranean and Caribbean, until he assumed his present position.

ROYAL CHANGES MADE

H. W. Schloss has been appointed superintendent of the actuarial and managerial statistics department of Royal-Liverpool succeeding Farrell Oliff, who has been promoted to another position. The cash departments of the fire and casualty companies have been merged under the supervision of C. L. Milham as cashier.

Mr. Schloss graduated from Brooklyn College in 1940 and then was with Metropolitan Life. He served in the navy as a lieutenant and went with Royal-Liverpool in 1946. Last November he became a fellow of Casualty Actuarial Society. Mr. Milham has been with Royal since 1921 and lately has been cashier of the fire companies.

Underwriters Frown on
Unprotected Property

NEW YORK—Placers of facultative reinsurance report that companies have a very tough attitude toward unprotected property of all kinds these days. School schedules are hard to get accommodated, and fire insurers aren't as happy about churches as they used to be.

Wood and metal working risks are frowned on perhaps more than usual, farm properties as much as ever. In general it still takes time and effort to place business. On some of the questionable types of risk companies will take a line only if the submitting company has accommodated it in similar fashion.

Insurance Women of Lincoln, Neb., elected Edna Miller and Aurelia Plautz delegates to the national convention at Miami Beach. C. E. Hinds spoke on "The Traffic Situation in Lincoln." Lenore Brady reported on the regional conference at Topeka.

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Zone 4 Commissioners to Meet at Detroit April 28-29

LANSING, MICH.—Various aspects of rate regulation are expected to feature the meeting of zone 4 commissioners at Detroit April 28-29, according to Commissioner Forbes, host at the session. In addition to the eight states of the zone, representatives will be present from Missouri and Ohio. The Michigan companies will give a dinner Thursday evening. And Friday afternoon the commissioners and their aides will be guests at the Detroit Tigers-Cleveland Indians baseball game.

Separate sessions will be held by chief examiners, casualty rating men and fire rating men. Major reports and discussions are scheduled for Friday morning with chief attention to rating problems and convention examination. Attending the meeting will be three department officials from Minnesota, headed by Commissioner Harris, zone chairman; four each from Indiana and Iowa; nine from Illinois; three each from Wisconsin and North Dakota and one from South Dakota. Superintendent Jackson of Missouri and a member of his staff, and a representative of

Commissioner Robinson of Ohio will participate in the discussions.

Louis Johnson Is National Board Speaker May 26

Secretary of Defense Louis Johnson will be the guest of honor and main speaker at the annual dinner of National Board May 26 at Hotel Commodore, New York. The dinner will follow the annual meeting.

Joins Miller-Studebaker

Robert W. Brown, formerly with Travelers at Dallas, has been named Kansas state agent for the Miller-Studebaker general agency of Topeka. He is a native of Kansas and a graduate of Wichita University. In Texas Mr. Brown supervised the same territory for Travelers that William Kline, now of the Kline Insurance Agency, Hutchinson, had previously supervised.

Robert E. Moloney, vice-president of Groninger & Co., Seattle general agency, and Mrs. Moloney are on a visit to London, following which they will tour the continent.

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General Accident Top Level Changes

(CONTINUED FROM PAGE 2)

in large part responsible for the excellent field organization. After many years as agency superintendent, Mr. Wilsterman in 1937 became executive assistant, taking an active part in the administrative affairs and in 1941 became assistant U. S. manager.

William Bernhard Advanced

William Bernhard, who has managed the New York office since Mr. Grady went to Philadelphia, becomes assistant U. S. manager of General Accident and vice-president of Potomac, in charge of the affairs in the New York metropolitan area. He will also have responsibilities for assisting in the general management. Mr. Bernhard, who first joined General Accident 36 years ago, served for many years as Mr. Grady's



DANIEL MUNGALL

chief assistant at New York and has been closely identified with the growth and success of the business in the New York area.

Edward T. Moynahan, who joined the group in 1947 with title of vice-president of Potomac, now becomes executive vice-president of that organization and in addition will serve as assistant U. S. manager of General Accident, thus linking the administration of the two organizations at the executive level. He will continue to be directly in charge of Potomac's expanding activities.

John S. Kaufman, who has since 1941 been agency superintendent, becomes agency manager in charge of agencies and branch offices for General Accident and Potomac. He will also supervise publicity and public relations activities. Mr. Kaufman joined the organization in 1930 in the automobile underwriting department of General Accident. Eight years later he became manager at Springfield, Mass., shortly thereafter returning to Philadelphia to become active in the agency activities.

Elmer J. Schafer, vice-president of Fred S. James & Co., Chicago, who was married March 31 to Mrs. Rose Branch of Evanston, Ill., is presently in Bermuda on the wedding trip. They stopped first at Hot Springs, Va., and then made the trip to Bermuda by plane. They will be at home at Evanston about May 1. Mr. Schafer was a widower.

Miss Helen Ledwich who formerly operated her own agency at Lincoln, Neb., was married at Longview, Tex., to Darwin A. Curtis of Jacksonville, Tex. Mrs. Curtis was a charter member and director of the women's division of the Lincoln chamber of commerce and was first president of Insurance Women of Lincoln.

Auto Financing Abuses Are Under Scrutiny

(CONTINUED FROM PAGE 1)

finance companies to "kick-back" part of the "pack" to the dealer who throws it the business, thus affording the dealer an additional profit in addition to the list price of the automobile.

The letter from Mr. Mason stated that FTC "will make such examination into the matters in question as may be warranted with a view of applying whatever remedial action within our jurisdiction the public interest may require."

Renew Flint School Line

FLINT, MICH.—Flint board of education has renewed more than \$4 million of fire coverage on Flint school properties. New appraisals for insurance purposes were recommended and consideration was given to having the board's business manager and other employees make the appraisal rather than employ outsiders.

Adcock to Sewell Adjustment

M. W. Adcock has joined the Asheville, N. C., office of the John T. Sewell Adjustment Co. of Tallahassee, Fla. Mr. Adcock has been with General Adjustment Bureau.

Hartford Board Honors Fisher

The Insurance Board of Hartford presented G. Burgess Fisher, III, immediate past president, a gift. Paul L. Avery, past president, made the presentation. H. Irving Schewpke, Automobile of Hartford, spoke on inland marine.

STOCKS

By H. W. Cornelius, Baen, Whipple & Co., 135 So. LaSalle St., Chicago.

April 18, 1949

Aetna Casualty	3.00	83	85
Aetna Fire	1.80*	52 1/2	54
Aetna Life	2.50*	57	59 1/2
American Alliance	1.10*	24	25
American Auto	1.60	46	48
American Casualty	.80	13	14
American (N. J.)	.70	17	18
American Surety	2.50	60	62
Boston	2.40	66	68
Camden Fire	1.00	21 1/4	22 1/4
Continental Casualty	2.00	55 1/4	56 1/4
Fire Association	2.50	61 1/2	63
Firemen's Fund	2.60	80	82
Firemen's (N. J.)	.50	15 1/4	16 1/4
Glens Falls	2.00*	49	61
Globe & Republic	.50	10 1/2	11 1/2
Great Amer. Fire	1.30*	33	34 1/2
Hanover Fire	1.40	31 1/2	33
Hartford Fire	2.50*	126	128
Home (N. Y.)	1.30	29 1/2	30 1/2
Maryland Casualty	.50	15	16
Mass. Bonding	1.60	27 1/2	29
Merchants Fire N. Y.	1.15*	28	29
National Casualty	1.45*	26	27
National Fire	2.00	54	56
New Amsterdam Cas.	1.20	29 3/4	31
New Hampshire	2.00	43 1/2	45
North River	1.00*	25	26
Ohio Casualty	1.00	49 1/2	Bid
Phoenix, Conn.	2.00*	85 1/2	87
Preferred Accident		3 1/2	4 1/4
Prov. Wash.	1.40*	33	34 1/2
St. Paul F. & M.	2.25*	87	89
Security, Conn.	1.40	33 1/2	35
Springfield F. & M.	1.90	46	47 1/2
Standard Accident	1.45	33 1/2	34 1/2
Travelers	22.00*	684	694
U. S. F. & G.	2.00*	52	54
U. S. Fire	2.00	57	59

*Includes extras.

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RECORD TURNOUT IN RHODE ISLAND

(CONTINUED FROM PAGE 1)

cisco and the discussion there of whether state associations should authorize the National association to confer with companies on acquisition cost loadings. Mr. Fisher explained the arguments both for and against, and then added that he was against doing so. Trade associations cannot be turned into collective bargaining agencies, he said, because they represent too diverse a group of constituents. Also, they have no power to enforce on members an agreement of this kind. Unions can do both.

Mr. Fisher also touched on the legislation that was proposed but lost in the New York legislature to "legalize" conferences between companies and agents in the fixing of commission rates. Mr. Fisher thinks that such legislation at state level would be objectionable, and that the companies should not be authorized by law to fix commissions cooperatively, as through the Acquisition Cost Conferences. The agent's salvation lies in keeping the agency contract subject to individual negotiation between company and agent.

The Rhode Island association is campaigning to get agents to handle applications for the automobile assigned risk plan. Mr. Paige said Commissioner Bisson and the motor vehicle department claim that too many persons appear at their offices for relief when they can't get insurance. The applicant may be too old, too young, have too old a vehicle, have been convicted of a traffic violation, etc. The agents, Mr. Paige said, have a public duty to process these risks and assist in the successful operation of the plan. They should not simply meet these applications with the blunt statement that "my company won't write that kind of a risk." Unless there is cooperation, there may arise a demand for state insurance.

Since taking over insurance on state properties and hiring a full time executive secretary, more dues are being collected, Mr. Paige reported. Agents are paying more in proportion to their premium income bracket under the association dues scale. Membership is now around 200, he said.

Vice-president Robert Preston, Providence, reported on the results of the association's conference with companies on extended coverage No. 4 and the subsequent adoption of the mandatory \$50 deductible. Agents also are discussing rate relief under extended coverage No. 3 with the company organizations. Under rate regulation, the old "no common interest" classification for extended coverage, written on superior risks, was abolished, and the rates, which had been nominal, went on the regular basis. Some of the increases that resulted were up to 350%. As a consequence, agents report that factory mutuaries are taking some of their choice business. Mr. Preston said that progress is being made in these negotiations.

The way to preserve the American

agency system is to prove its merit by performance, Mr. Dineen said. He was introduced by Mr. Fisher. President John Butler, Pawtucket, presided at the dinner. Among the guests were Commissioners Allyn of Connecticut and Harrington of Massachusetts.

Convention Dates

April 22-23, Alabama agents, midyear, Huntsville.

April 27-29, Louisiana Agents, annual, Edgewater Gulf Hotel, Edgewater Park, Miss.

April 28-29, Minnesota agents, midyear, Radisson Hotel, Minneapolis.

May 2-3, New York agents, annual, Hotel Syracuse, Syracuse.

May 2-4, Inland Marine Underwriters Assn. and Inland Marine Insurance Bureau, annual, White Sulphur Springs, W. Va.

May 2-5, U. S. Chamber of Commerce, annual, Washington, D. C.

May 3, Kansas Fire Underwriters Assn., Wichita.

May 5-7, North Carolina Agents, annual, Carolina Hotel, Pinehurst.

May 9-11, National Assn. of Casualty & Surety Agents, regional meeting, Broadmoor Hotel, Colorado Springs.

May 10, Assn. of Casualty & Surety Companies, annual, Waldorf-Astoria Hotel, New York.

May 12, Midwestern Independent Statistical Service, annual, Hotel LaSalle, Chicago.

May 13-14, Arkansas Agents, annual, Arlington hotel, Hot Springs.

May 16-18, H. & A. Underwriters Conference, annual, Edgewater Beach Hotel, Chicago.

May 16-19, National Fire Protection Assn., annual, Fairmont Hotel, San Francisco.

May 19-21, Insurance Accounting & Statistical Assn., annual, Edgewater Beach Hotel, Chicago.

May 19-21, Mississippi agents, annual, Edgewater Gulf Hotel, Edgewater Park.

May 20-21, Texas agents, annual, Houston.

May 23-24, Casualty Actuarial Society, spring meeting, Stockbridge, Mass.

May 23-25, American Assn. of Managing General Agents, annual, Commodore Hotel, N. Y.

May 23-25, National Assn. of Mutual Insurance Agents, midyear, Haddon Hall, Atlantic City.

May 23-25, Southeastern Underwriters Assn., annual, Hot Springs, Va.

May 26-27, American Management Assn., insurance conference, Hotel Statler, New York.

June 2-3, Florida Assn. of Insurance Agents, annual, George Washington hotel, Jacksonville.

June 7, South Dakota Fire Underwriters Assn., Huron.

June 8-10, National Assn. of Insurance Women, annual, Miami Beach.

June 14-16, Michigan Fire Underwriters Assn., Traverse City.

June 14-16, Illinois Fire Underwriters Assn., French Lick, Ind.

June 15-16, Missouri Fire Underwriters Assn., Lake of the Ozarks.

June 16-18, New England Advisory Board, summer meeting, Bretton Woods, N. H.

June 16-18, Virginia agents, annual, Hotel Roanoke, Roanoke.

June 21-23, Wisconsin Fire Underwriters Assn., annual, Maxwelton Brae, Bailey's Harbor.

June 22-23, Indiana Fire Underwriters Assn., French Lick.

June 23-25, National Assn. of Independent Insurance Adjusters, annual, Book-Cadillac Hotel, Detroit.

June 24-26, National Assn. of Insurance Commissioners, annual, Olympic Hotel, Seattle.

June 28-29, Ohio Fire Underwriters Assn., Cedar Point.

June 29-July 1, International Assn. of Insurance Counsel, annual, Mt. Washington Hotel, Bretton Woods, N. H.

June 26-29, National Assn. of A. & H. Underwriters, annual, Hollenden Hotel, Cleveland.

Aug. 8-10, Federation of Insurance Counsel, annual, Moraine-on-the-Lake Hotel, Highland Park, Ill.

Aug. 23-24, International Federation of Commercial Travelers, Manor Richelieu, Murray Bay, Canada.

Aug. 23-26, Grand Nest of Blue Goose, Olympic Hotel, Seattle.

Aug. 28-30, Washington agents, Olympic Hotel, Seattle.

Sept. 1-3, Oregon agents, annual, Multnomah Hotel, Portland.

Sept. 5-9, American Bar Assn., insurance section, annual, St. Louis.

Sept. 8-10, Idaho agents, annual, Shore Lodge, McCall.

Sept. 11-13, Pennsylvania agents, annual, Bedford Springs.

Sept. 11-13, Montana agents, annual, Bozeman.

Sept. 12-13, Utah agents, Hotel Utah, Salt Lake City.

Sept. 12-14, National Assn. of Mutual Insurance Companies, annual, Salt Lake City.

Sept. 15-16, New Jersey Agents, annual, Haddon Hall, Atlantic City.

Sept. 18-21, International Claim Assn., annual, Hotel Sagamore, Lake George, N. Y.

Sept. 19-22, National Assn. of Insurance Agents, annual, Stevens Hotel, Chicago.

Sept. 25-28, International Assn. of Casualty & Surety Underwriters and National Assn. of Casualty & Surety Agents, joint annual meetings, Hotel Greenbrier, White Sulphur Springs, W. Va.

Sept. 28-30, C.P.C.U., annual, Baker Hotel, Dallas.

Sept. 30-Oct. 1, Nevada agents, annual, Mapes Hotel, Reno.

Oct. 19-21, Kansas agents, annual, Jayhawk Hotel, Topeka.



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EDITORIAL COMMENT

Valuable W.U.A. Publications

Western Underwriters Assn. is deserving of a hand for two pamphlets that it has just put out, "A Guide for Correct Policy Writing" and "Properly Regulated Office Functions Increase the Sales."

These are not ornate publications. They contain no laminated cellophane. There is no typographical lure here, no pictures and no frosting of any kind. However, packed within their few pages is a great deal of something that has been wanting badly in the insurance business. That they are brief is evidence that great and careful labor went into their preparation.

These are in the nature of primers, the one on the writing of policies and the other on the organization of an agency. The text is explicit. It has not been over-simplified. Every sentence has been worked over. It was based on years of observation of errors that are commonly made, on questions that girls in the office commonly ask. The procedure is traced step by step and the information is well correlated.

These primers are especially valuable these days from two standpoints. In the first place there are so many newcomers in the business that there is perhaps a greater thirst than there ever has been at any single time for information on the A B C's of insurance procedure. There is very little available that provides newcomers with a track to run on in insurance work. Sometimes there is formalized training, usually consisting of lectures and conferences, but for the most part, the newcomers acquire their knowledge by getting points cleared up as questions arise and without any correlated manual of instructions.

Secondly, it is important because in this era of rate regulation and supervision many of the state insurance departments have a responsibility to see that the policies are correctly written. The common types of errors that have grown up in the insurance business and have been more or less accepted as standard routine, are now meeting a new challenge. For instance, the Ohio insurance department has exhibited the greatest impatience with the errors that are being exposed and the Ohio Inspection Bureau recently sent out a detailed message pointing out the common types of errors and giving instructions on how to avoid them.

One thing that impressed the authors of these W. U. A. booklets was the great difficulty of making explicit statements on various items of detail. They

found that whereas some statement might be true insofar as a number of states were concerned, it would not be true as to others. They didn't want to clutter up the book with a lot of exceptions and hence, statements had to be phrased that would cover all situations and yet not be so simplified as to be valueless in the hands of a neophyte. For instance, it was found that due to variations as between states, it was impossible to state the number of days required to effect cancellation. Hence the blanket statement was resorted to that policies are canceled "in accordance with the terms of the contract."

We wonder if it is not because of this multiplicity of meaningless differences that a work such as the Western Underwriters Assn. has done here has never before been undertaken. We know that from time to time, suggestions have been made to us about producing texts of this primary nature and the complications involved in making true generalizations have been so formidable that this alone has deterred us from proceeding. We have a friend in the mortgage business, well educated and intelligent, who was assigned by the management to make a study of insurance with the idea that his company would set up a more self-sufficient insurance department. He tackled the job with a great deal of earnestness and force but finally told his president that he wanted none of it, that insurance was ridden with idiotic distinctions and differences and that he had no intention of proceeding to fill his head with such an unrelated mass of detail.

It can, we believe, be said that arbitrary differences between states have prevented the preparation of texts and manuals for the guidance of newcomers in the insurance field and that the absence of such material in turn has inhibited the development of a corps of efficient workers, or at least has made their training much more tedious and lengthy. What goes for differences in state laws also goes for sectional differences in insurance regulations and requirements that are voluntary and self-imposed.

The business needs to be vastly simplified. The savings that could be effected by the type of simplification that we have in mind are enormous. The task is formidable, perhaps hopeless. The states' rights theory is invoked on ridiculous points. There are jealousies and pride of opinion within the business that complicate such an undertaking.

ing.

If the will to accomplish the objective could be created on the parts of the states and throughout the industry, the actual performance would be relatively easy although it would require a great deal of painstaking research and attention to very minute features. We have very little hope that anything like this will come about. One thing, however,

that supervisory authorities and those in the business might very well keep in mind is that every distinction and every difference that is allowed to develop or to remain not only complicates the business but makes it so complicated that it is almost impossible to set down correlated instructions for employees and hence the personnel problem is intensified accordingly.

Cut Down the Preliminaries

Although there has been much improvement in the selection and treatment of speakers through the recently increased activity of speakers bureaus and committees, some betterment can still be made by agents' associations. A practice which has justifiably irritated those appearing on programs is the long delay between meal end and the feature attraction.

Some life insurance toastmasters follow the practice of announcers in Madison Square Garden on fight night when practically every past, present, or future champion and contender is intro-

duced while the audience champs at the bit waiting for the main event. These chairmen seem to think it necessary to run a business meeting, call for reports, introduce association officials and visiting dignitaries as well as plug current charity drives, schools, courses or ideas before giving way to the speaker around whom the meeting was built.

By the time the speaker begins, a sizable chunk of the audience has been forced out the door or perhaps under the table. Wouldn't it please both the audience and the speaker if the main talk were moved up closer to the No. 1 spot?

PERSONALS

John W. DeCessna, supervising state agent for the Royal-Liverpool in southeastern Ohio, was tendered 25th anniversary honors at a luncheon at Columbus. Mr. DeCessna, recently recovered from a serious illness was given a wrist watch by R. C. Walker, regional manager.

Ralph Oellers, vice-president of the Mesoerol companies, has been confined to Medical Center, New York, for about six weeks and underwent an operation just recently.

H. E. Briggs, Seattle local agent, has joined the "grandfather club" with the arrival of John R. Briggs, son of John L. Briggs, who has been associated with his father's agency ever since he was released from the army several years ago.

John W. DeCessna, supervising state agent for the Royal-Liverpool in southeastern Ohio, was tendered 25th anniversary honors at a luncheon at Columbus. Mr. DeCessna, recently recovered from a serious illness was given a wrist watch by R. C. Walker, regional manager.

Claude J. McAllister, 69, local agent at Helena, Mont., and former Montana deputy insurance commissioner, died at Helena after a long illness. He had served as secretary and assistant secretary of the Montana senate at 15 sessions and had also been house clerk several times. He was city clerk at Kalispell in his earlier days and moved to Helena in 1922 when he went into the insurance department.

M. LeRoy Fikes, 74, head of the Fikes & Son agency at Newark, N. Y. for 25 years, died there.

Harold S. Smith, 61, who operated an agency in Milwaukee for the last 30 years, died at Summit hospital near Oconomowoc, Wis., after a long illness.

Richard S. Kimsley, 35, with the C. B. De Mille General Agency of Seattle, died of a heart attack.

Artemus H. Myers, 83, president for 25 years of Indiana Farmers Mutual, died at his farm home near Carmel, Ind.

Mr. Myers was a former member of the Indiana legislature and was a charter member and past president of the Mutual Insurance Companies Union of Indiana. He also served as an officer and director of Hamilton County Mutual and was a charter member and president of Indiana Mutual Hail, and vice-president of Indiana Union Mutual and Farmers Mutual Liability.

F. L. Fiske, 77, for many years an agent at Caldwell, Kan., who retired several years ago, died there.

Coolidge G. Morris, 73, head of the Morris agency at Washington, N. C., died after a long illness.

Mrs. Fred W. Merigold, 70, who died at her home at Kalispell, Mont., was the widow of F. W. Merigold, who for many years was a special agent for American.

W. L. Hyde, attorney and local agent of Superior, Mont., was killed in an automobile accident.

DEATHS

Clifford H. Warner, vice-president of the Warner & Co. local agency at Fargo, N. D., died at a hospital there. He had been ill about three years and had undergone several operations, the last about three days before his death. He and Mrs. Warner had returned about three weeks previously from a two-month trip to Arizona and California. His age was 57.

He had been with Warner & Co. since 1917. His brother, Ray D. Warner, is president. His hobby was horses and until three years ago he had a large stable of fine animals.

J. Ernest Taylor, 63, local agent at Chattanooga and Cleveland, Tenn., since 1928, died following a heart attack. A son, Joseph E. Taylor Jr., will

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Knight Retiring, National Fire Makes Texas Changes

After many years of service with National Fire, J. G. Knight, special agent in Arkansas and east Texas, will retire May 1. State Agent F. Hardie Miller of Oklahoma City will assume general supervision of Arkansas in addition to the Oklahoma field.

Wayne Bowen, special agent, is being transferred from Oklahoma City to Little Rock to assist Mr. Miller. Charles L. Hogan has been appointed special agent for Oklahoma and will have headquarters at Oklahoma City. Mr. Hogan attended Oklahoma A. & M. College, served in the army in War II. He has been with Oklahoma Inspection Bureau.

After May 1, business in east Texas will be consolidated with that of the north and south Texas fields. F. R. Charles, state agent, and J. H. Taylor, special agent, with headquarters at Dallas, will continue to supervise north Texas. J. F. Nowlin, state agent, and J. A. Terry, special agent, will continue to supervise south Texas from Houston.

Accounting Parley in Ohio

Representatives of the accounting departments of Ohio fire and casualty companies will hold a conference at Columbus April 28 for a discussion of regulation 30 and the action taken at the meeting of the N.A.I.C. blanks committee at New York. Speakers will include Thomas Morrill, New York assistant superintendent, and James Higgins, chief of the uniform accounting division of the New York department. It is expected that about 100 will attend. On the committee making arrangements for the conference are Superintendent Robinson of Ohio; C. L. Benoy, Motorists Mutual; B. J. Metz, Buckeye Union; George Reichert, State Automobile, and William Cox, Farm Bureau.

N. J. Group to See Films

New Jersey Fieldmen's Assn. at its April 25 luncheon at Newark will see two films, one on atomic energy produced by the federal government and another on the chemistry of fire by the navy department. L. R. Barber, assistant superintendent of the engineering department of Fidelity & Casualty, will be the commentator.

1c Match Book Is Insured for \$25,000

NEW YORK—The only existing copy of the original book match to carry advertising has been insured by Diamond Match Co. for \$25,000 with Globe & Rutgers.

Manufactured in 1892, year of the invention of what were first called "flexible" matches, the advertising was lettered by hand on the covers which also carried a pasted-on photograph of the star of Mendelssohn Opera Co. which bought them. The striking surface was painted on the inside cover dangerously close to the heads of the matches.

Diamond Match plans a public showing of the Mendelssohn matches at the convention of National Assn. of Tobacco Distributors here starting April 24.

Crime Commission Head Final Chicago Day Speaker

The program for Chicago Insurance Day, May 5, is now complete with the selection of Guy E. Reed, vice-president of Harris Trust & Savings Bank and chairman of the Chicago Crime Commission, as dinner speaker. Mr. Reed will discuss "Law Enforcement in Relation to Moral and Property Values."

Mr. Reed heads the group of civic-minded business and professional men in Chicago which through an executive staff checks the effectiveness of law enforcement agencies. This group has been instrumental in obtaining some police reform in Cook County, but counts the job far from finished. Representatives of the commission have addressed various insurance groups from time to time and elicited an interested response from insurance men who have recognized a considerable stake in the activities of the organization.

Foreign Burglary, Fidelity Ratios Bad, Pither Says

A feature of underwriting foreign risks that captured the interest of the audience of A. L. Pither of Chicago, midwestern manager American Foreign, at Cincinnati last week was that burglary and fidelity lines are virtually dynamite. Mr. Pither spoke at a meeting of Cincinnati Casualty & Surety Managers Assn.

He indicated that petty pilferage losses shot the burglary loss ratios full of holes. Dozens of \$25 to \$100 claims are presented and Mr. Pither remarked that the only way any company can handle such business is by attaching a \$100 deductible clause. Dishonesty losses do not reach jumbo proportions, especially in South America. Usually there are many small losses under \$1,000. This line can be profitably handled if carefully underwritten and a \$1,000 deductible used, he indicated.

Mr. Pither was introduced by Robert B. DeVore, manager Hartford Accident. The meeting was under the guidance of William E. Shaw, president, manager of Fidelity & Deposit.

Thurman Status Eyed

LOUISVILLE—Cad P. Thurman, Kentucky insurance director, in discussing newspaper stories to the effect that he might retire from office, remarked: "It is a bit like the stories regarding Mark Twain's death—rather exaggerated." Mr. Thurman stated that when a reporter asked him whether he was resigning he merely remarked "No comment." The story indicated that his physician had told him the work was too strenuous and that he should drop it. It went on to say that he planned to go back on his old job as state agent for America Fire, and indicated that Spaulding Southall of Lebanon, assistant to the director, would probably succeed him. However, Mr. Thurman indicated he plans to stay on.

The Cincinnati office of Michigan Mutual Liability has been moved from the Dixie Terminal building to 920 Inquirer building. J. H. Shepherd is supervisor.

A VALUABLE PLAN



To Complete the Insurance Coverage on Closely Held Corporations

Insurance programs for business are rarely complete with only fire and casualty insurance. Any partnership, proprietorship, close corporation, or company with one or more key men important to its continuing success, needs life insurance, too.

Property insurance will not help if an officer-stockholder dies and his widow seeks to exercise her part ownership, or expects to take as much from the company as her husband did. Protection is incomplete if the sudden death of a sales manager or research director will embarrass the company. What would you do if your partner's heirs wanted his share in your business? Life insurance, properly applied, will prevent financial loss to businesses in situations like these.

FREE Selling Portfolio . . .

Get a copy of Connecticut Mutual's new visual selling kit "Safeguarding the Stockholders of the Close Corporation". See how easy it is for you to add substantial commissions from your present commercial clients. At the same time you will solve very serious future financial problems for many of them. This visual booklet is easy to use—you show it to your prospect and he reads the sales story, point by point, from the booklet. Complete instructions on the use of the booklet are sent with it.

This interesting 18-page portfolio may well get you started toward larger profits from, and better service to, your commercial and industrial clients. It's free and there's no obligation. Complete the coupon and send for your copy now.

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Sees Occupational Responsibility Line Disappearing

Craugh Tells Bank Insurance Buyers of Rising W.C. Costs

NEW YORK—The line that heretofore has clearly distinguished the occupational and non-occupational responsibility of employers for the disability of employees may now tend to disappear, J. P. Craugh, attorney of Utica Mutual, pointed out in a talk before the Savings Banks Insurance Forum here.

This is what happened in Great Britain, and workmen's compensation insurance in private carriers there is extinct. Mr. Craugh made a clear, logical and impressive analysis of the direction in which the welfare idea is moving in the workmen's compensation-disability field, and the effect on the employer.

Three Reasons for Increase

The rising cost of workmen's compensation in New York state is of growing concern to the employers, who are in competition with employers in other states whose workmen's compensation costs are appreciably less. Costs in New York are the highest in the world because (1) the scale of benefits is much more liberal, (2) administrators and courts are liberal and generous in interpreting the law, and (3) the administration cost is ever increasing.

Utica Mutual made a cost study recently which shows that for the same amount of workmen's compensation for which the New York employer pays \$1, the average employer in New Jersey pays 61 cents; in Massachusetts 60 cents; Connecticut and Wisconsin, 54 cents; California 53 cents; Michigan 39 cents; Illinois 37 cents; Virginia 32 cents, and Pennsylvania 25 cents. All of these states are large industrial producers, as is New York, and the industries are highly competitive.

Big Burden on N. Y. Employers

This adds a heavy burden to the New York employer's costs of doing business and it may mean the difference in his survival in competition with out-of-state firms.

At 1947 year end, total workmen's compensation premiums in New York, including an estimate for self-insurers, was \$208 million, Mr. Craugh said. Of this, one-third or \$66 million was written by stock companies, and the other two-thirds was divided between mutuals (about \$55 million), state fund and self-insurers.

Employers can't do much to reduce their w. c. costs, he said. The legislature probably will continue to be generous. Every year there is some increase in benefits. The liberality of administrators and courts in construction of the law has added untold millions to the costs borne by New York industry.

There has been a steady trend toward widening the interpretation of illnesses and injuries that are job originating. For example, a traveling salesman apparently is considered to be engaged in his employment all his waking hours. One left his office at 5 p. m. and stopped by at a tavern for refreshment. There he was assaulted at the bar and died as a result. Compensation was awarded, and in upholding the award the court

(CONTINUED ON PAGE 28)

"Comp" Carriers Seek Big Part in N.Y. TDB Picture

NEW YORK—Home office group accident and health underwriters, actuaries and sales promotion staffs are busily at work drawing up final plans and instructions for their staffs throughout the state who already are snowed under with requests for information from producers and insured regarding the compulsory disability benefits law which becomes effective July 1, 1950.

First step taken by group A. & H. and workmen's compensation carriers was to advise insured immediately that they would be taken care of by their carrier in the near future. Many have already done or are doing this. Producers have also contacted their assured, particularly the larger ones, with reassuring advice. Employers will have to be patient for a few weeks when things are expected to start rolling.

How Much Will Employer Pay?

Principal problem now is the rate to be charged. Carriers know employees will pay one-half of 1% of wages up to 30 cents a week. Thus the maximum employee premium will be \$15.60 a year. It will vary, however, depending upon the benefits which will run between \$10 and \$26 weekly. The great unknown is the employer contribution.

Unknown factors are the size of the assessment which will be made against employers to finance payments to the sick unemployed, and the assessment to administer the plans. The assessment for sick unemployed starts January 1, 1950 and will be two-tenths of 1% of wages up to 12 cents a week, to be split by employer and employee, the latter's share not to exceed six cents. This charge is expected to build up a reserve of \$12 million. After April 1, 1951, the assessment is subject to revision depending on experience and will be against all carriers. This contingency must be planned for.

Speculation on Rates

No carrier has as yet announced even tentative rates. Once that has been done, particularly by the state fund, the competitive ball will start rolling. Speculation indicates that employer contributions will hardly equal the maximum employee rate. In New Jersey it was roughly on a $\frac{1}{4}$ employee and $\frac{1}{4}$ employer basis. In New York, employers may be paying anywhere from one-third the amount paid by the employee to a sum equal to or slightly in excess of it. Some "curbstone" actuaries feel that a \$20 annual premium per employee would be high. They say that individually purchased accident policies would be about that if there were no occupational hazard and benefits were \$10 to \$26 a week running for 13 weeks. Thus employees may not be paying the full \$15.60 yearly.

Plenty of Commission Income

Assuming a total \$15 a year premium there is some \$90 million in premiums to be written on the six million employees. Producers stand to earn considerable commission income. If commissions of 10% were paid they will total about \$9 million in the first year. However, much of the business is already lined up by the present carriers. Most of the large cases are already aligned with one carrier or another on either compensation or a group program. The smaller groups provide a wide open field.

Metropolitan, Prudential, and John Hancock, in addition to the work of their group staffs are expected to use the efforts of their industrial agents. The combined total of these in the state exceeds 10,000. Multiple line companies such as Travelers, Aetna, and Continental, have the advantage of being able

to approach both their compensation and group insured.

The big writers of compensation in the state intend going after the business strongly. Companies writing over \$5 million in compensation premiums in the state last year include Aetna Casualty, \$6,443,866; American Mutual Liability, \$8,439,742; Employers Mutual Liability of Wausau, \$9,178,849; Hartford A. & I., \$5,944,331; Liberty Mutual, \$16,026,400; State Fund, \$41,632,777; Travelers, \$12,040,859; and Utica Mutual, \$6,385,687. All of these carriers, with the exception of Hartford A. & I., which has not revealed its plans, intend to seek the business aggressively. A total workmen's compensation premium volume of \$185,527,025 was written during 1948. The compensation carriers are much more important in the New York picture than they have been in the other states because the bill is an amendment to the workmen's compensation rather than the unemployment compensation statutes as in other states. The group life companies, and the casualty companies in the field, of which there were about 35 in New Jersey, are all interested in the business.

Casualty companies are particularly concerned over the entry of the big direct writing mutuals who already have a sizeable competitive share of the compensation premiums.

More Companies in Field

A number of factors seem to indicate that some of the large fire and casualty company groups will move into the field before the year ends. Not only is their compensation business threatened but there is fear of what will happen to their producers in the field. Particularly up-state, where agent-company ties are quite close, the casualty carriers strive to work closely with their agents. They don't like to have their agents need to go to other companies for accommodation of a substantial line. This is what will happen if the agent's compensation carrier isn't writing the line. Some casualty companies in New Jersey didn't worry too much if the agent let the business go to a life company but they do worry when it goes to another casualty carrier. Other business may follow. It is hard on insured to have claims being handled by different carriers. Some casualty agents prefer to have the life company writing the business because of the burdensome administrative and service job involved.

Getting Into It in Beginning

Some of the big stock casualty carriers seem inclined to think that the seemingly inevitable trend toward socialized or compulsory plans makes it necessary for them to enter the field. They do not want to get into the position some life companies got into. They delayed their decisions to write group life until it was a difficult task to gain a sizable share of the group business, or enough to make writing group worthwhile. The casualty companies, some observers feel, might be wise to get in on the ground floor while disability benefits legislation is operative in only a few states. In 10 or 15 years it may not be too late but it will be exceptionally difficult.

Company Men to Meet May 10

The annual meeting of Assn. of Casualty & Surety Companies will be May 10 at the Waldorf-Astoria hotel, New York City.

Dr. George Stuart Benson, president of Harding College, Searcy, will be principal speaker at the luncheon following the business meeting.

New York Hearing On Assigned Risk Problems May 5

Classification Given Drivers Below Age 25 Is Under Attack

NEW YORK—A hearing to determine whether the rules and rates of the New York automobile assigned risk plan, and the bodily injury and property damage classification given drivers under age 25 are proper, has been called by the New York department for May 5. Ordered to appear at the hearing are the National Bureau of Casualty Underwriters, New York Automobile Assigned Risk Plan, Mutual Casualty Insurance Rating Bureau, and Allstate. The hearing will be exploratory and fact finding in nature and no opinion will be delivered by the department until after the hearing.

The national and mutual bureaus have been ordered to show cause why rate filings for class A-3, persons under 25, should not be withdrawn or appropriately adjusted on the grounds that they are inadequate, discriminatory, or otherwise unreasonable. They were also directed to show why the rules applicable to certified risks should not be modified to eliminate all surcharges in excess of 5% on grounds they are inadequate, discriminatory or otherwise unreasonable. Allstate was ordered similarly to explain its charges for drivers under 25 and its certified risk surcharges.

Briefs Must Be Filed

The New York assigned risk plan was ordered to show cause why the superintendent should not withdraw approval of the 25% and 15% additional charges required of certain risks such as those involved in more than one accident in three years. Also scheduled for explanation is the present rule which provides that no subscriber shall be required to write a policy for limits higher than the minimum required by the state motor vehicle safety-responsibility law. The department order, signed by Deputy Walter P. Martineau, questions the latter rule on the grounds that it is unreasonable in that it does not make adequate provision for insurance of applicants who are in good faith entitled to insurance in excess of the minimum limits required by law but are unable to procure the added coverage through ordinary methods. The department requested the organizations to file briefs three days in advance of the hearing.

Reasons for Order

Behind the department's order is an increasing number of complaints that many drivers are forced into the assigned risk plan solely because of age or other conditions not related to their acceptability as individual risks. If they do go into the plan they become classified as substandard risks and consequently many can't get higher limits than the \$5,000/\$10,000/\$1,000 prescribed by the law. (Companies use the regular \$5,000 P.D. rather than the \$1,000.) In addition the department indicates that insured who go into the assigned risk plan have difficulty getting fire, theft and collision coverage. The department had a bill introduced in the recent leg-

(CONTINUED ON PAGE 31)

Skutt Heads Mutual Benefit H. & A.

V. J. Skutt has been named president of Mutual Benefit Health & Accident to succeed Dr. C. C. Criss, president since 1934, who recently became chairman.



V. J. Skutt

Emerson Adams succeeds Mr. Skutt as executive vice-president in charge of agencies. He has been with the company 25 years, starting in the underwriting department.

Mr. Skutt joined the company in 1924 as an attorney after graduation from Creighton University law school. He looked after its legal business in Oklahoma and Texas and took up administrative duties at the home office in 1930. He was made vice-president in 1936 and executive vice-president last December.

He is also vice-president of United Benefit Life and United Benefit Fire Ins.

Mr. Skutt is now president of H. & A. Underwriters Conference and has served as chairman of the Legal Section of American Life Convention and on American Bar Assn. section of insurance law.

Russell J. Hopley, a director for two years, was elected vice-chairman of the directors and chairman of the executive committee. Still to be filled is the presidency of United Benefit Life, which Dr. Criss also headed. No change has been made in the officers of United Benefit Fire, of which he still is president.

Domestic Help Claims in N. Y.

Claims paid to disabled household employees by the New York state workers' compensation fund totaled \$535,429 in 1948. This more than doubled the figure for a year earlier when the law first went into effect. The law requires coverage for domestic help totalling 48 hours a week for one employer in a city of 40,000 or more population. Seventeen cities in the state come under the law. The claim total includes sums paid for medical expenses and for weekly benefits.

The comprehensive personal liability policy is so written in New York that workmen's compensation coverage on domestic employees has to be written and paid for separately in the 17 cities.

Labor, Management Sharply Divided on Mass. UCD Bills

BOSTON—Thirteen petitions having to do with establishment of non-occupational accident and sickness benefits and cash sickness compensation came before the Massachusetts legislative insurance committee for hearing last week with labor groups arguing for a straight monopolistic state fund, and declaring they would support no other method of handling the business, while A. & H. and life companies opposed all the measures. The stock and mutual casualty companies, without opposing the principle involved, favored such business being done by the private companies.

Counsel for the labor organizations brought out that cash sickness compensation is provided in several states, and added that he favored the Rhode Island plan. He declared that rather than have the business done by the private companies labor would oppose all such measures.

John W. Vaughan, author of one of the bills, was the only supporter of the measures, but his bill calls for a voluntary system, handled by private companies, and he maintained that "the state would never get anywhere with a state fund except in the hole."

Merle G. Summers, of New England Mutual Life's Boston general agency, speaking for the agents, stated that making one form of insurance compulsory might deprive employers of broader benefits they now enjoy under voluntary plans.

Jarvis Hunt, counsel for the Associated Industries of Massachusetts, brought out that two-thirds of the members of his organization are already covered for sickness by voluntary plans. He argued a compulsory sickness would entail a heavy burden on Massachusetts employers, and would directly affect 69% of the employers of the state who employ less than 20 people and who couldn't stand the burden.

The Rhode Island plan, he declared, is not sound actuarially and is greatly affected by political interference, besides costing more than if in private companies.

New England Telephone Co. and other industries opposed the measure as affecting their voluntary plans. A representative of the Christian Science church was opposed to the plan unless it exempted members of his church from being compelled to furnish reports from medical men.

The Boston chamber of commerce also opposed the bills.

Court Upholds Warsaw Convention

New York court of appeals has held that the Warsaw convention liability limit applies in the case of Jane Froman, radio and night club singer, who was injured in a plane crash near Lisbon in 1943. This means a verdict of \$8,291.67.

The court turned down Miss Froman's appeal for reinstatement of her \$1 million suit against Pan-American Airways. It held the line's liability was limited to the convention amount, though Miss Froman's counsel argued it should not because the crash was in Portugal, which did not sign the Warsaw convention.

American Surety Marks Its 65th Year

American Surety Co. celebrated its 65th anniversary April 14 with a luncheon in the company's dining rooms. A



W. E. McKell



A. F. Lafrentz

giant anniversary cake, appropriately inscribed, was the feature of the luncheon.

F. W. Lafrentz, chairman, who has been associated with American Surety for more than 55 years, reminisced about the early days of the company. He observed his 90th birthday last month.

President A. F. Lafrentz briefly reviewed the history of the company. Organized originally as a fidelity bond writer exclusively, it later added suretyship. In 1918 it entered the burglary insurance field, and in 1927, the plate glass field. Acquiring control of New York Casualty in 1929, it added casualty insurance. Surety Fire began business in 1946, adding inland marine and automobile fire and theft.

W. E. McKell, first vice-president, dwelt upon the rise of the company to its present prominence. This, he said, had been due not only to a cooperative and enthusiastic personnel, but also to an alertness to the advantages of improved methods and recognition of their possibilities.

Again Move to Postpone Pa. Auto Law Effective Date

HARRISBURG—Legislation to postpone for another two years Pennsylvania's automobile responsibility law has been introduced in the senate. Administration details of the act have not been ironed out, and the matter of financing its operations has not been settled.

At the same time the legislature is being asked to reenact a responsibility law of 1933 which provides for post-judgment show of ability to pay damages in automobile accidents.

The old law is expected to be reenacted to clear up any doubt whether it was repealed inadvertently two years ago. That question was raised due to the fact that Gov. Duff in 1947, signed into law a measure postponing the 1945 law's effective date until July 1, 1949. He signed the bill three days after it was due to go into effect. The same measure repealed the 1933 law.

Under the postponement bill motorists would be required to report only accidents involving \$100 or more in property damage, compared with \$50 at present.

ANY AGENT WILL TELL YOU...

... who knows that Hawkeye-Security, year in and year out, provide the kind of consistent home office service that builds business for agents.

In addition to providing full Casualty and Fire Coverage Hawkeye-Security give speedy, efficient service... pay claims promptly and equitably; their Field Representatives work closely with agents helping them in every possible way.

Today, "the trend is to Hawkeye-Security".

HAWKEYE CASUALTY CO.
SECURITY FIRE INS. CO.

Des Moines, Iowa

HAWKEYE · SECURITY · TWO OF THE FINEST

At N.A.I.A. state directors meeting at San Francisco:

Harry W. Poulsen, Boise, Idaho state director; Merle A. Read, Joliet, Illinois director, and W. W. Hamilton, manager of Illinois Assn. of Insurance Agents and of Chicago Board.





JANUARY 1, 1949

Lumbermens

MUTUAL CASUALTY COMPANY



Statement at the close of business December 31, 1948, as reported to the Department of Insurance, State of Illinois

(All bonds amortized. Stocks at book value, which is less than market value.

(If all securities were valued at market, assets and surplus each would be increased \$613,130.08.)



ASSETS

Cash in banks.....	\$ 5,857,854.26
U. S. Government notes and certificates.....	48,722,816.68
U. S. Government bonds.....	16,984,345.07
Canadian bonds.....	1,067,837.91
Public utility and other bonds.....	3,977,693.86
Stocks.....	4,972,439.71
First mortgage loans on real estate.....	521,347.50
Real estate.....	7,227,365.20
Premiums in transmission.....	3,715,981.33
Accrued interest and other assets.....	534,237.63
 Total admitted assets.....	\$93,581,919.15



LIABILITIES

Reserve for losses and adjusting expenses.....	\$41,552,386.21
Reserve for unearned premiums.....	23,474,615.00
Reserve for taxes and expenses.....	4,785,928.68
Reserve for dividends to policyholders.....	8,768,989.26
Reserve for portfolio fluctuation.....	2,000,000.00
<i>Reserve for contingencies.....</i>	<i>1,000,000.00</i>
 Total liabilities and reserves.....	\$81,581,919.15
<i>Net surplus.....</i>	<i>12,000,000.00</i>
 Total.....	\$93,581,919.15



Lumbermens

MUTUAL CASUALTY COMPANY

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Bonding Companies Must Be More Wary Today

Bonding companies are not insuring risks which they would have taken with alacrity and safety a year ago, Henry G. Sheehy, vice-president of Massachusetts Bonding, said in his address before the meeting of the engineering and construction credit men of Pacific-Southwest Credit Managers Conference at San Francisco.

The construction industry has become more competitive, Mr. Sheehy noted, and as a result contractors and material men are receiving a smaller

profit margin. The margin heretofore relied upon to absorb unexpected expenses has been so substantially reduced that bonding companies must make sure that contractors have the capital with which to take the losses.

Mr. Sheehy observed, in addition, that credit executives are requiring more prompt payment of bills, which means that contractors must have more capital, either their own or their bank's.

The many new contractors that have been attracted to the field in recent years are now finding it difficult to compete and a high mortality can be expected.

Thanks
to YOU
as we begin
our next
65 years!



*Agents and Brokers,
through your loyal
support we've come a
long way since
April 14, 1884—
when the American
Surety Company
began business.*

As the First Company formed in the United States to write Surety Bonds exclusively, we felt a special obligation to assist Agents and Brokers in developing this new line, a line that protects business and the public from the dangers of personal suretyship—a practice so prevalent then.

Through the Years, these pioneering efforts have been rewarded by the ever-increasing growth of our Company and its producing organization—thanks again to your help! Out of such efforts have grown many of the broad protective forms which today guard the assets of thousands of companies, institutions and individuals.

Now, at 65, we are proud of our continent-wide service, embracing the United States, Canada and Mexico. Equally proud—and appreciative—are we of the whole-hearted cooperation of Agents and Brokers which has made possible our continuing growth and service not only in the Surety field but also in Casualty and Inland Marine insurance.



AMERICAN SURETY GROUP
AMERICAN SURETY COMPANY
NEW YORK CASUALTY COMPANY
SURETY FIRE INSURANCE COMPANY
100 Broadway • New York 5, N. Y.
CANADIAN SURETY COMPANY
COMPANIA MEXICANA DE GARANTIAS

Thomas J. O'Neil has been named assistant manager of the A. & H. department and manager of the A. & H. claims department of Illinois Bankers Life. He has been manager of the railroad department and the claim department of Pacific Mutual Life in Chicago.

Mr. O'Neil's initial responsibility will be claims, but he will act also as the ultimate A. & H. and hospitalization home office underwriter. In addition he will perform managerial duties both from the standpoint of home office and agency operations.

Mr. O'Neil graduated from Notre Dame in 1930. He joined Federal Life of Chicago in that year in the claim department. In 1931 he was admitted to the Illinois bar. In 1936 he joined Pacific Mutual in charge of the regional claim office. He was given additional duties as head of the railroad department at Chicago over a year ago.

Foreign Employer with Two in Fla. Comes Under W. C.

The Florida supreme court has held that an employer of another state who has as few as two employees in Florida at the time of the accident is subject to the Florida workmen's compensation act despite the fact the Florida act applies to employers of three or more. The court upheld an award of Florida industrial commission for O. W. White for injuries received while installing an elevator at Pensacola for Mobile Elevator Co.

While the full decision here is not available to THE NATIONAL UNDERWRITER, the point seems to be that an employer who has employees flipping and flopping back and forth in the state, comes under the compensation act if at any time he has three or more employees in the state even though at the time of the accident there may be less than three working in the state. It does not seem to be a case of deciding that if a foreign employer has more than three employees altogether he comes under the Florida act if he has only one or two employees in Florida. In Missouri the supreme court some time ago held that if an employer has 10 or more employees in the U. S. he comes under the Missouri act, because the Missouri law, which has a minimum of 10 employees, does not specify that the 10 must be "in this state."

Kavanaugh Cancels License

The Colorado license of the Empire Indemnity Exchange of Denver has not been renewed and operations of the company are under investigation by Commissioner Kavanaugh. This non-renewal is the first such action taken in 10 years. The investigation centers on payment of claims and general operations. The license expired April 1. A hearing was scheduled on April 1, but no one from the company appeared.

Signs N. J. OD Bill

NEWARK—New Jersey legislation extending workmen's compensation to cover all types of occupational diseases has been signed by Gov. Driscoll. The law becomes effective Jan. 1, 1950.

Withdraws from Utah

People's Automobile Inter-Insurance Exchange of Boise, Ida., has withdrawn from Utah. This reciprocal has been making an assessment upon policyholders, including those in Utah.



T. J. O'Neil

Top 15 Writers

In view of the fact that an error was made in the table in the March 31 edition showing the leading casualty companies ranked according to net premiums written in 1948, the first 15 companies are shown below in their proper order. The mistake was made in a magnification of Standard Accident's premium.

1. Travelers	\$143,611,042
2. Hartford Accident	109,103,097
3. U. S. F. & G.	90,152,160
4. Aetna Casualty	85,701,795
5. Continental Casualty	77,668,318
6. Travelers Indemnity	65,987,177
7. Fidelity & Casualty	65,214,401
8. Maryland Casualty	57,353,616
9. Employers Liability	43,021,722
10. Indemnity of North Am.	42,912,540
11. General Accident	39,796,783
12. American Automobile	37,647,521
13. Zurich	36,832,250
14. Standard Accident	35,161,548
	34,858,876

Mass. Commission Reports on Proposed Law Changes

BOSTON—The Massachusetts legislature's 1948 insurance committee, sitting as a special recess commission has reported as follows on insurance measures it has been considering:

Further study should be given to changes in laws governing group life and group A. & H. insurance and no definite recommendations should be made until the National Assn. of Insurance Commissioners has taken definite action.

Regarding authorization for vending machine aviation accident policies a majority of the committee opposed it on the ground of possibility of error and of opening the door to a practice which in other lines might be prejudicial to the public interest. A minority feels it would be all right if confined to aviation policies issued at airports.

As to prohibiting persons financing the purchase of automobiles from engaging in the insurance business without a license, present law already prohibits such practice.

Revision Not Recommended

Regarding the recommendation of the insurance commissioner that all insurance laws should be revised, a commission is already revising the general laws, which will include insurance sections. Hence no further action is needed.

As to a merit-rating system for compulsory motor vehicle liability insurance the commission was unable with the time or the money allotted to it to make any thorough investigation of the subject. It mentioned that two previous recess commissions had reported that such a plan was not feasible and would not result in any appreciable saving in premiums for the automobile owners.

Adjusters Hear Osteopath

LOS ANGELES—The Casualty Insurance Adjusters Assn. of Southern California heard Dr. Richard R. Stuart of the Los Angeles osteopathic college, explain a new course on anatomy that will be open to laymen.

Ohio Managers Hear Gregg

Dr. Davis Gregg of the department of commerce of Ohio State University addressed Ohio Assn. of Casualty & Surety Managers at Columbus Tuesday.

Finster S.F. Surety Head

Continental Casualty has appointed George Finster manager of the fidelity and surety department at San Francisco. He graduated from Fordham in 1930 and St. Johns law school in 1937.

He started with Union Indemnity in 1930, and went with Fidelity & Deposit at New York in 1933. In 1945 he joined Royal-Liverpool at New York, and later was transferred to San Francisco as manager of its fidelity and surety department.

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SURETY

Crowe Loss to N. Y. Bank Dwindles to \$13,000

NEW YORK—London Lloyds, which appeared to have a spectacular bankers blanket bond loss on the 165 Broadway branch of National City Bank here, may end up with a very minor claim. A huge amount, more than \$600,000, of the total of \$883,660 in currency and bonds taken by Richard H. Crowe, was recovered in the attic of his Staten Island home. Later Crowe, in custody of FBI agents, went to a cemetery on Staten Island and near the grave of his grandmother dug up a lot of cash in small bills buried in the ground, in a wooden box covered with tin. At that point there was only about \$13,000 of the amount Crowe took still unaccounted for.

Milwaukee Surety Men Elect

Thomas F. Graham, Fidelity & Casualty, has been elected president of Surety Underwriters Assn. of Milwaukee, succeeding Thomas F. Eader, Travelers Indemnity, who served two terms. Other officers are A. J. Goddard, Aetna Casualty, vice-president, and Hugh M. Bloodgood, Fidelity & Deposit, reelected secretary-treasurer. Named to the executive committee were Henry Lamp, Continental Casualty; Frank Bloomer, Massachusetts Bonding, and Paul W. Wolfgram, George H. Russell Co.

East Bay Surety Men Elect

H. K. Bradley, Great American Indemnity, is the new president of East Bay Casualty & Surety Assn. Walter Jansen, Pacific Indemnity, is vice-president; Norman Wilson, Employers Liability, secretary and Phil Merrill, Fidelity & Deposit, treasurer.

DEATHS

Albert B. Duncan, 66, district manager for the State Farm Companies at Indianapolis, died at his home there.

Craig Dickerson, 6-year-old son of J. M. Dickerson, claim adjuster for American Mutual Liability at Kansas City, died last week of tuberculous meningitis. He had been ill for three years, and his case attracted widespread attention as one of the earliest to be treated with intensive streptomycin chemotherapy. The child's grandfather, J. Y. Dickerson, is state agent for Loyalty group at Topeka.

Charles B. Jackson, 26 year old son of Harold P. Jackson, president of Bankers Indemnity, was fatally injured in an automobile accident April 14 near Washington, Ind.

The accident occurred five miles south of Washington when Mr. Jackson's car skidded on the soft shoulder of a wet road and was hurled into the path of a milk truck. He died three hours later in a hospital at Washington. He was public relations director of the James Whitcomb Riley Association of Indianapolis.

He was born at Rye, N. Y., and after completing his freshman year at Dartmouth he enlisted in the navy and served in the Mediterranean and at the P.T. base at Melville, R. I.

Upon his discharge in 1946 Mr. Jackson entered public relations work for the National Board at New York. The next year he undertook special journalism studies at Indiana University, after which he assumed his post with Riley Memorial Assn. of Indianapolis.

Survivors are Harold P. Jackson, Mrs. Mora Jackson, his stepmother, his mother Grace Burnham Jackson, and a sister, Miss Katherine Jackson.

A younger brother, Ralph, 21, died June 26, 1948 after a traffic accident at Montclair, N. J.

The father is chairman of National Committee of Traffic Safety, trustee of Newark Safety Council and a member of the advisory committee on accident prevention of Assn. of Casualty & Surety Companies.

Transport Firms Exempted

A new law in the state of Washington exempts from statutory insurance requirements automobile transportation companies that have qualified as self-insurers with interstate commerce commission. Another similar measure exempts motor transport operations in cities of less than 10,000 population or

between towns of less than 10,000. A law was enacted requiring examination of public storage warehouse facilities and these concerns must now post a \$10,000 bond.

Embezzler Returns After 13 Years

Anson G. Purchase turned himself in to New York city police last weekend stating that he had embezzled \$8,000 in 1936 from the Bayside Federal Savings & Loan Assn. Since that time, he said, he had developed a clothing business in Kansas City. As his conscience gave him no rest he had come back to face the issue, he said.

American Surety had the bond at the time of the loss but it later went to Indemnity of North America, the present surety. When he skipped with the money, Mr. Purchase also left behind his wife and three children. His wife is now hiring an attorney to defend him. It was not known whether he would make restitution, nor what his plea would be.

Senator W. H. Kahrs of Wichita spoke at the meeting of the Sunflower Blue Goose puddle at Wichita on insurance legislation of the recent session of the Kansas legislature.



A calling card with no name on it—
yet it opens doors...

It's F&D's reputation, briefed down
to a few figures. Over 9,500 F&D agents are identified by it...
and here's what it stands for:

49—the number of F&D field offices spotted throughout the country, each staffed with practical men, ready and able to give expert assistance on every bonding problem.

59—the number of years F&D has specialized in fidelity and surety bonds...a period of time that comes close to spanning the entire history of the bonding industry in this country.

0—the number of obligations which F&D has failed to settle promptly and fully, good times or bad.



FIDELITY AND SURETY BONDS
BURGLARY, AND OTHER NEEDED
FORMS OF INSURANCE

FIDELITY AND DEPOSIT COMPANY
Baltimore *Maryland*

WITH WHICH IS AFFILIATED THE AMERICAN BONDING COMPANY OF BALTIMORE

ACCIDENT AND HEALTH

Vending Machine Route for New L. A. Insurer

LOS ANGELES—Mayflower Life & Casualty has been approved as the name for a new company to be organized here to sell insurance through vending machines, in transportation terminals and automobile service stations.

The company was chartered Dec. 8, 1948. Its headquarters are at 2501 South Alameda street. The authorized capital would be 80,000 shares of preferred with a par value of \$3 to be sold at \$8, and 200,000 shares of \$1 par value common to be sold at \$3 on option. Forty percent of the common stock will be under option to President A. L. Duntley and Executive Vice-president A. M. Klum, the shares taken up on option now being sold at \$3, the price to increase yearly until a maximum of \$10 is to be paid.

Sixty percent of the common is to be sold, one-third of them to be on optional terms, the remainder to be offered to the public.

Mr. Duntley is an insurance broker and an officer of the Motor Transporta-

tion Co. Mr. Klum has been in the brokerage business. Walter A. Rover is vice-president in charge of insurance; L. Harmon Miller, vice-president in charge of sales; W. R. May, vice-president in charge of production and service; M. L. Blosser, vice-president in charge of public relations; D. Murdoch, secretary; John S. Thomson, treasurer.

Copy Air Accident Cover

The company plans to sell enough life insurance to qualify as a life company, but its main object is the selling of accidental death and dismemberment policies through vending machines in transportation terminals and automobile service stations, at the rate of 25 cents for \$5,000 protection for 24 hours, with a maximum on any one trip by any one person of \$25,000.

Actuarial work will be by Mark Kormes of New York.

Reinsurance of a portion of its risks will be with Continental Casualty and London Lloyds.

Formal application for a permit to sell the stock is to be made soon.

Form Buffalo A. & H. Assn.

Although New York's compulsory A. & H. legislation permits private companies to compete with the state, it is "a foot-in-the-door measure leading to state socialism," Eugene F. Gregory of Denver, president of National Assn. of A. & H. Underwriters, said at the organizational luncheon of Buffalo A. & H. Assn. About 65 A. & H. men attended the luncheon.

Henning B. von Arnim, Monarch Life, was elected president. Vice-president is Charles E. Hogg; secretary, Harold Eckeiman, and treasurer, Robert C. Hamberger.

Plan Omaha Joint Meeting

Lincoln Assn. of A. & H. Underwriters heard Dr. M. B. Broolsma speak on "Longevity and Internal Medicine." The group voted to accept the invitation of the Omaha association to be its guests May 12. National association officers will be present at the Omaha meeting.

Maytubby Okla. President

Floyd Maytubby, Occidental Life, has been elected president of Oklahoma A. & H. Assn., succeeding Arthur G.

Thompson, Mutual Benefit H. & A. T. C. Kennan, Metropolitan Life, was elected vice-president and William Savage, Standard Life & Accident, secretary.

The A. & H. Underwriters Round Table of Chicago was firing medical questions at Dr. John E. Boland, medical director of Country Life, at a dinner meeting on April 21.

Sterling of Chicago has been licensed in New Mexico to write life and disability insurance. The company is now licensed in 18 states.

COMPENSATION

Increase Minn. Benefits 8-10%

ST. PAUL — Compensation benefits are increased an estimated 8 to 10% in legislation passed by both Minnesota houses. It increases maximum compensation from \$27 to \$30 a week and the minimum from \$13.50 to \$15. The maximum death benefit is upped from \$7,500 to \$10,000.

Insurance men estimated that the new legislation will justify an increase in compensation insurance rates which have been reduced the past two years over the objections of the companies.

Va. Weighs "Comp"

RICHMOND—A Virginia corporation commission hearing on a proposal to reduce workmen's compensation rates in Virginia by 11% has been scheduled for May 4. The proposal involves increases in 17 instances, decreases in 610 instances and no changes in 26 categories. It provides an over-all average decrease of 11.1%. A decrease of 15.8% is proposed in the occupational disease portion of the rate schedule.

Fred Redwine, Louisville attorney, has been named secretary of Kentucky workmen's compensation board, succeeding Lewis D. Jones.

CHANGES

Teskey Canadian Manager

J. W. Teskey, assistant manager for automobile and casualty, has been named manager for Canada of United National Indemnity. Superintendent D. R. Baldwin has been made assistant manager for Canada of National Fire and Transcontinental.

Willis Promoted at Denver

John A. Willis has been appointed assistant resident manager at Denver for Maryland Casualty. Mr. Willis, who joined the company in 1926, has been a special agent and field supervisor in various territories since 1930. For the past year he has been field assistant at Denver.

Hartford in Coast Shifts

Hartford Accident has appointed Lowell Blackburn superintendent of the surety department in the southern California branch effective May 2, succeeding the late Dick W. Graves. Mr. Blackburn has been with Hartford more than 20 years and recently has held a similar position in the Pacific Coast headquarters at San Francisco. He has been president of Surety Underwriters Assn. of Northern California.

Al Fuller succeeds Mr. Blackburn at San Francisco April 15. He formerly was with the National Surety and last year became manager at San Francisco of Continental Casualty.

multiple line facilities

ACCIDENT

FIDELITY

GENERAL CASUALTY

HEALTH

HOSPITALIZATION

INLAND MARINE

LIFE

SURETY

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Amer. Auto.

Amer. Cas.

Amer. Emp.

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Amer. G. & A.

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Amer. Mot.

Am. Polyh.

Amer. Re.

Amer. Stat.

Amer. Sur.

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Auto-Own.,

Bankers Ins.

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Capitol Ind.

Car & Gen.

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Celina Mut.

Cent. Natl.

Cent. Sur.

Century Ins.

Cheese Ma.

Chgo. Ice

Chgo. Mot.

Citizens Cas.

Coal. Op. C.

Columbia C.

Comm. Stans.

Conn. Indem.

Consol. Und.

Cont. Cas.

Dear. Natl.

Eagle Indem.

Elec. Mut.

Emmco Cas.

Empl. Cas.

Empl. Liab.

XUM

Casualty Net Premiums and Paid Losses in 1948 in INDIANA

Total Prems. and Losses	Auto. Liab.	Other Liab.	Work. Comp.	Fidel.	Surety	Plate	Burg.	P. D.	Total Prems. and Losses	Auto. Liab.	Other Liab.	Work. Comp.	Fidel.	Surety	Plate	Burg.	P. D.	
Actna Cas.	2,318,474	402,401	280,931	964,774	81,669	113,582	28,717	90,968	306,476	Empl. Mu. Liab.	1,136,200	71,319	96,143	793,029	1,974	236	1,669	182,313
705,266	75,205	30,750	435,474	6,667	670	15,107	27,686	111,092	529,750	45,668	32,945	374,564	214	179	205	7,849		
Allstate	1,026,069	432,100	525,617	850,926	382,761	36,421	46,193	31,743	28,336	701	18,564	37,829	
373,925	175,712	189,912	247,928	73,694	1,000	6,573	6,916	33	2,061	3,001		
Amer. Auto.	1,209,716	392,037	79,378	234,672	3,912	346	5,017	468,574	4,361	567	383	2,582	197		
486,905	132,805	15,656	100,270	3,819	2,699	10,173	223,482	.....	570	32	.....	338	.....	.....	97
Amer. Cas.	344,025	43,333	15,744	46,219	4,002	8,795	3,826	7,622	56,746	Eureka Cas.	33,879	5,056	2,096	16,027	1,354	1,823	
110,368	10,716	3,263	15,548	2,168	1,331	1,625	14,812	.....	8,946	1,846	240	4,269	175	61	2,857		
Amer. Empl.	638,737	113,435	64,584	309,887	10,095	7,250	5,598	14,834	92,524	European Gen.	270,830	31,384	12,401	20,898	63,290	69,527	23	39,742
235,374	36,639	15,941	127,160	—955	3,213	6,908	42,925	80,884	47,002	117	10,813	6,238	—2,077	5,516	2,306		
Am. F. & C. Va.	411,913	287,276	130	124,508	47,268	17,907	4,167	104	10,362	10,563	700	2,280		
114,821	63,296	.....	.....	.....	.....	.....	51,525	.....	5,279	.....	.....	779	.....	.....	.....
Amer. G. & L.	62,856	69	—27	237	7,308	141	25	Fm. Bur. Mu. An.	352,217	124,760	11,765	3,806	167,885	
3,823	.....	.....	.....	892	.....	.....	—326	.....	140,809	38,130	1,572	.....	.....	887	87,820
At. Mut. Ind.	739	—44	290	513	—19	175	Fact. Mut. Liab.	24,585	7,809	218	285	16,180	
274	99	19	15	Farm. Bur. Ind.	4,599,828	705,199	461,230	10,622	2,704,513		
Am. Mut. Liab.	1,516,512	60,636	88,999	1,161,150	5,032	250	1,684	4,127	76,535	Farm. Mu. Liab.	2,337,846	504,288	26,170	225,275	1,112,587		
719,355	22,974	5,257	658,801	3,390	354	4,184	35,722	.....	976,247	16,908	496	101,615	.....	580,513		
Amer. Mot.	347,410	37,547	9,677	260,203	6,898	657	57	337	31,565	F. & C.	960,455	166,090	309,660	54,020	40,258	11,188	39,208	
145,598	11,214	45	78,829	915	176	14,720	F. & D.	47,603	1,175	233,793	146,002	4,542	92,001		
Am. Polyhold.	54,577	34	136	19	15	Fidel. Mut.	60,914	22	26,393	1,121	1,954	31,424		
32,067	.....	.....	.....	15	.....	.....	15	15	.....	275,127	236,314	.....	.....	.....	453,618
Amer. Re.	85,950	6,536	4,382	9,690	20,384	34,952	47	2,179	5,562	2,570	517	.....	1,242,972	1,112,587			
89,205	7,288	.....	845	1,310	79,451	281	.....	.....	2,274,640	289,527	28,333	1,546	.....	.....		
Amer. States	4,054,224	949,526	97,569	232,292	3,335	19,249	36,840	1,843,623	.....	9,628	16,389	61,800	20,191	355	18,788		
1,547,513	362,780	15,533	88,131	8,764	12,888	54,039	.....	.....	150,639	63,354	.....	.....	1,100	1,917	15,496
Amer. Sur.	497,371	80,416	33,241	50,843	183,588	46,946	6,566	26,521	57,114	Fireman's Fund.	80,440	14,741	7,127	16,225	13,377	9,541		
75,668	13,251	2,783	31,234	3,009	3,464	4,019	3,162	16,558	30,172	16,616	4,274	287	—43	564	7,651			
Anchor. Cas.	77,412	899	3,152	69,905	11	2,817	Gen. Acc.	993,434	212,838	152,407	316,060	3,820	8,598	28,441	
38,254	5,433	.....	28,071	.....	.....	.....	4,357	.....	333,740	65,691	23,559	143,089	6,470	3,840	86,639
Arex Indem.	24,311	239	440	23,230	215	176	Gen. Cas. Wisc.	160,371	42,166	7,933	1,670	4,184	914	4,914	
7,617	7,617	1,617	1,617	15	Gen. Re.	341,587	164,908	9,628	16,389	61,800	20,191	355	
Assoc. Ind.	105,484	99	7,009	95,959	—51	—230	2,172	Gen. Re.	37,352	10,000	2,821	3,374	1,100	1,917	15,496	
16,164	516	15,130	2,561	1,310	2,561	517	517	15	Glens Falls	116,185	18,496	18,496	4,000	16,496	2,892	7,658	
Auto-Own., Mich.	851,705	218,060	35,456	118,150	4,455	13,250	355,907	.....	52,627	10,914	1,421	15,812	54	2,054	16,659		
332,030	78,314	2,853	42,357	3,764	3,555	149,735	.....	230,714	38,647	4,313	105,577	4,820	4,831	72,318			
Bankers Indem.	92,257	20,704	7,354	42,659	1,597	3,806	15,761	.....	345,742	12,305	117,707	1,181	77,401	3,421	12,480		
27,513	5,050	326	14,966	902	227	5,796	.....	1,021,032	308,236	36,267	356,402	20,614	5,320	16,035			
Benson Mu. Ind.	83,051	18,518	1,098	.....	.....	67	4,994	.....	316,484	82,307	31,331	80,420	11,835	6,613	8,672
16,269	875	.....	1,617	551	96	714	10,978	.....	88,572	17,406	5,284	35,817	2,992	—5,023	3,108	
Bitum. Cas.	680,675	2,708	41,948	617,181	.....	.....	18,840	.....	24,359	14,710	1,094	2,252	1,170	3,888	341
243,003	15	3,613	234,860	.....	1,033	415	3,999	22,404	280,172	37,183	30,906	10,000	1,000	1,000	20,497		
Buck. Union	464,801	107,375	27,695	54,275	1,621	1,621	108	16,754	.....	15,496	1,519	.....	930	10,714	.....		
173,359	28,036	8,496	23,565	49,512	494	494	20,014	.....	212,433	32,868	31,374	3,000	930	945	.....		
Capitol Indem.	1,169,686	298,764	19,034	31,340	32,868	31,374	31,374	31,374	.....	126,068	25,131	21,334	3,000	930	945		
395,836	117,023	3,016	4,309	4,309	.....	.....	223,104	.....	305,519	38,450	34,850	2,489	3,040	10,714	.....		
Car & Gen.	20,060	7,882	1,172	5,382	392	156	5,072	.....	345,742	12,305	117,707	1,181	77,401	3,421	12,480		
Cas. Mut.	4,649	3,288	5,501	551	551	96	714	10,978	345,742	12,305	117,707	1,181	77,401	3,421	12,480		
Cas. Rec. Ex.	100,543	24,194	3,404	54,275	1,621	1,621	108	16,754	345,742	12,305	117,707	1,181	77,401	3,421	12,480		
93,768	49,512	494	23,565	49,512	494	494	20,014	.....	345,742	12,305	117,707	1,181	77,401	3,421	12,480		
Celing Mut.	91,066	21,978	1,142	463	545	545	545	545	345,742	12,305	117,707	1,181	77,401	3,421	12,480		
22,539	817	17	17	17	17	17	345,742	12,305	117,707	1,181	77,401	3,421	12,480		
Cent. Natl.	155,075	10,097	.....	.....	.....	107,857	.....	.....	345,742	12,305	117,707	1,181	77,401	3,421	12,480
Cent. Sur.	168,282	112,320	3,775	10,989	—406	1,615	80	1,910	35,827	356,331	1,617	1,617	1,617	1,617	1,617			
155,883	105,394	242	17,968	—476	853	1,490	30,519	.....	356,331	1,617	1,617	1,617	1,617	1,617	1,617		
Century Ind.	53,949	11,593	8,024	16,263	244	8,426	1,291	2,833	9,820	31,374	3,000	2,900	3,223	3,067	3,067			
71,024	37,378	1,461	19,373	302	763	1,470	189	9,048	.....	31,374	3,000	2,900	3,223	3,067	3,067		
Cheese Makers.	318,122	171,223	665	.....	.....	146,425	58,108	2,467	2,467	31,374	3,000	2,900	3,223	3,067	3,067	
136,218	77,104	.....	2,724	.....	.....	2,724	207	2,724	2,724	31,374	3,000	2,900	3,223	3,067	3,067
Chgo. Ice Prod																		

	Auto.	Other	Work.	Plate	Burg.	P. D.				Auto.	Other	Work.	Plate	Burg.	P. D.			
Total	Prems.	Liab.	Comp.	Fidel.	Surety	Glass	Theft	& Coll.	Total	Prems.	Liab.	Comp.	Prems.	Prems.	Prems.			
Prems.	and	Liab.	Prems.	Prems.	Prems.	Prems.	Prems.	Liab.	Prems.	and	Liab.	Prems.	and	Prems.	and			
Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses			
Merch. Ind.	44,499	26,127	138	78	41	18,008			Nat. An. & Cas.	387,636	66,531	20,978	126,891	538	1,994	3,428	10,723	121,682
16,741	13,440					3,301			194,197	62,165	9,026	56,877	1,489	2,771	49,979		Amer. Mut.	
Metro. Cas.	251,801	89,508	23,354	5,020	7,208	7,228	8,517	12,365	Nat. Cas.	302,339	6,642	16,934	3,136	2,089	640	3,836	4,988	Amer. Mut.
66,243	35,669	3,270	1,653	—	2,878	3,129	7,957		150,159	—	2,157	6,987	—	34	350	1,255	Amer. Mut.	
Mich. Mut. Liab. 1,373,532	238,994	45,658	693,250				676	1,606	Nat. Indem.	86,367	68							Amer. Mut.
559,901	108,436	4,372	292,757				427	504	126,416	13,172	3,136						Amer. Mut.	
Mich. Surety	147,188	34,877		1,089	13,206		2,416	70,339	Nat. Un. Ind.	16,500	6,841	2,151	—	479	896	446	1,719	5,936
15,086	1,506						64	11,035	2,259	734	77						Amer. Mut.	
Mid-States	156,580	340							Nat. Gr. Mot. Liab. 18,712	6,374	1,143							Amer. Mut.
88,025									4,072	1,224								
Mot. Ind., Ind.	258				145				Nat. Surety	235,092	22,137	8,941	20,781	66,056	55,781	3,522	41,451	16,413
45					—				53,131	5,490	1,105	15,696	4,652	5,256	2,277	16,407	12,249	
Motorists Mut.	93,184	25,525	1,313						New Amst. Cas.	603,435	115,348	87,123	192,742	33,354	26,104	12,693	33,130	96,267
27,584	772	5							188,257	47,716	5,656	52,214	8,824	3,221	5,726	16,652	40,287	
Mot. Veh. Cas.	385,471	130,713	6,445						160,386	42,535	10,132	35,227	16,780	9,098	3,582	6,646	31,756	
208,394	51,623	3,315							39,810	7,759	868	15,223	3,866	2,466	1,995	10,482		

*Our Advice
To Property Owners*

**ANYWHERE • ANY TIME
ALL THE TIME**

"What you need is a competent broker or agent who not only knows insurance contracts, but also knows his way around in the insurance markets. Such an expert can relate your insurance to current economic conditions and set up a program to meet your own special requirements."

(from an Atlantic newspaper advertisement)

1842 ATLANTIC MUTUAL INSURANCE COMPANY 1949

ATLANTIC

ATLANTIC MUTUAL INSURANCE COMPANY
CENTENNIAL INSURANCE COMPANY
ATLANTIC MUTUAL INDEMNITY COMPANY

FORTY-NINE WALL STREET • NEW YORK 5, N. Y.

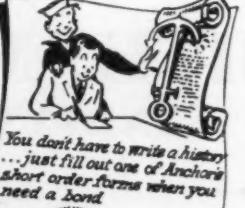
Baltimore • Boston • Chicago • Cleveland • Detroit • Houston • Los Angeles
Newark • New Haven • Philadelphia • Pittsburgh • San Francisco • Syracuse

Marine, Fire, Inland Transportation, Yacht, Property Floaters,
Automobile, Liability and Casualty Insurance

BOSH DAN THE ANCHOR MAN



Let'er blow lin all safe and sound with an Anchor Junior 3D Blanket Bond



ANCHOR CASUALTY COMPANY
SAINT PAUL & MINNEAPOLIS

"A Flying Good Agency Company"

Indiana Totals

Total Prems.	\$123,970,615*
Total Losses	49,036,657*
Auto B.I. Prems.	17,480,640
Auto B.I. Losses	6,547,479
Other Liab. Prems.	4,514,214
Other Liab. Losses	706,847
W.C. Prems.	17,075,062
W.C. Losses	7,153,841
Fidelity Prems.	1,816,631
Fidelity Losses	262,494
Surety Prems.	1,694,407
Surety Losses	190,712
Glass Prems.	432,198
Glass Losses	226,566
Burglary Prems.	1,688,414
Burglary Losses	521,744

P.D.-Coll. Prems. 25,890,921

P.D.-Coll. Losses 10,614,991

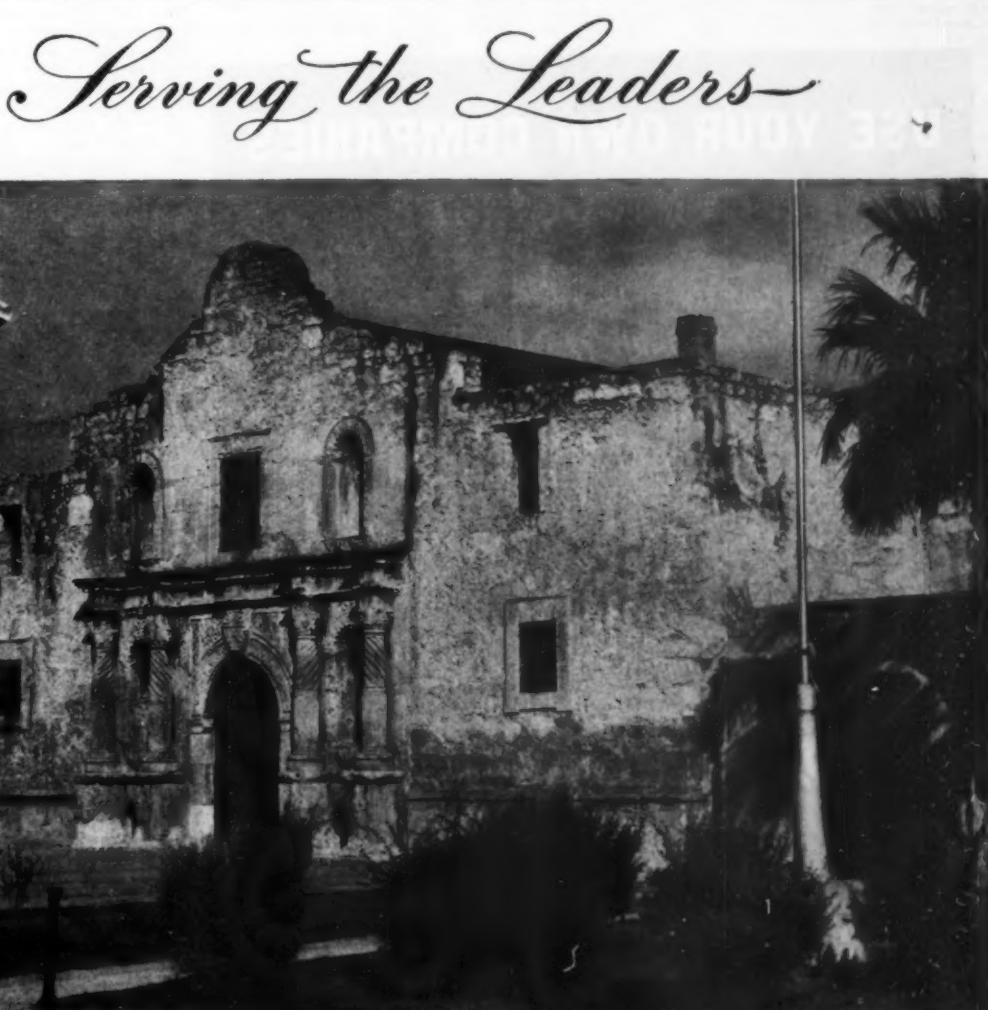
*Includes classes shown below and fire, theft, etc., of full cover auto insur-
ers.

Other Lines

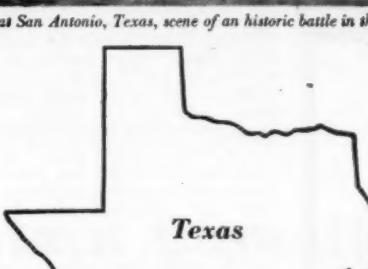
	Net Prems.	Paid Losses
Aetna Cas.	1,067	313
Aetna Life	3,402,052	2,333,974
Allegheny	1,549	779
Alliance	64,723	42,852
Amer. Cas.	159,736	60,457
Amer. Emp.	3,596	1,642
Amer. Hosp. Ben.	15,548	7,494
Amer. Hosp. & Life.	615	432
Amer. Income	148,238	50,025

(CONTINUED ON NEXT PAGE)

P. D. & Coll. Prema. and Losses	Net Prems.	Paid Losses	Net Prems.	Paid Losses	Net Prems.	Paid Losses	Net Prems.	Paid Losses
Amer. Mut. Liab.	118,108	78,172	Peerless Cas.	4,295	2,550	Sun Indem.	6,637	18
Amer. Mut.	51,230	39,699	Peoples Life	1,585	1,213	Superior Life	30,886	13,466
Amer. Polyhold.	54,387	32,052	Phoenix Indem.	3,917	2,885	Travelers	1,095,906	888,278
Amer. Re.	1,296	28	Preferred Acc.	39,018	9,646	Union Cas.	128,975	66,977
Amer. Stan.	401,983	118,141	Progressive Life	16,933	6,133	Union Labor Life	8,200	4,626
Amer. States	139,498	48,608	Provident L. & A.	253,669	129,285	Union Mut. Life	198,604	42,584
Amer. Sur.	528	2	Prudential	962,733	588,268	United Ben. Life	45,015	16,061
Amer. Trav.	259	66	Reliance Life	7,444	2,267	Union Life, Ill.	28, United, Ill.	1,132,529
Anchor Cas.	182	55	Reserve, Ill.	542	28	Woodmen Cent.	381,412	28,662,268
Assoc. Indem.	437	....	Rex H. & Acc.	322,722	72,697	Woodmen World	8,786	20,464,506
Atlas Mut.	355,452	88,408	Royal Indem.	7,849	3,074	Woodmen Life	339,428	99,825
Bankers Indem.	378	47	Rural Bank. Life	186,847	74,807	Zurich	89,579	35,236
Bankers Life, Ia.	19,610	10,707	St. Paul Mer. Ind.	968	565	Woodmen Zurich	91,680	60,786
Bankers L. & C.	1,044,229	292,026	Sec. Mut. Life, N. Y.	124	166	Woodmen Grand Totals	281,412	28,662,268
Beacon Mut.	7,051	1,794	Secured Cas.	56,388	21,723	Woodmen MACHINERY & STEAM BOILER	8,786	20,464,506
Ben. Assn. Ry. Empl.	1,341,343	886,921	Shelby Mut. Cas.	1,798	193	Woodmen Net. Prems.	2,502	339
Ben. Standard	51,369	12,708	Standard Acc.	37,607	22,041	Woodmen Paid Losses	16,092	1,092
Brother. Mut.	73,060	19,421	State Mut. Life	32,577	16,246	Aetna Cas.	55,122	3,257
Buck. Union	17,347	3,688	Sterling	56,095	9,637	Amer. Empl.	914	....
Bus. Men's Assur.	425,111	183,895				Amer. Guar.	1,394	2,098
Celina Mut.	2,770	693				Eagle Ind.	1,894	2,098
Cent. Assn.	1,409	904				Empl. Liab.	18,542	5,260
Cent. Nat.	3,779	310				Empl. Re.	73	....
Cent. Sur.	63	....				(CONTINUED ON NEXT PAGE)		
Century Ind.	1,121	1,041						
Commonwealth L. & A.	33,187	5,924						
Columbia Cas.	4,276	122						
Columbian Nat.	6,673	2,278						
Columbus Mut.	6,987	2,563						
Combined	129,109	48,729						
Comm. Cas.	51,006	25,305						
Conn. Gen.	496,796	361,417						
Cont. Assur.	219,778	188,083						
Cont. Cas.	1,283,016	580,378						
Craftsmen	78,315	32,321						
Credit Life	114,055	26,413						
Dearborn	32,274	21,239						
Eagle Ind.	3,123	761						
Eagles Nat.	1,502	....					
Empire L. & Acc.	334,796	112,707						
Emmco Cas.	28,694	18,697						
Empl. Liab.	16,167	7,039						
Empl. Mut. Liab.	9,618	5,223						
Empl. Re.	31,494	34,422						
Equitable Soc.	2,142,222	1,345,982						
European Gen. Re.	20,690	5,462						
Excess	1,138	4,500						
Family Life	20,948	7,634						
Farmers Life	3,729	756						
Federal Life	51,742	29,331						
Federal L. & Cas.	28,144	8,099						
Fid. & Cas.	24,198	2,736						
Fid. H. & A. Mut.	118,706	50,271						
Firemen's Fund	911	67						
Fidel. Res. Life	684	....					
Franklin Life	19,689	464						
Gen. Acc.	12,972	3,549						
Gen. Amer. Life	27,225	19,354						
Gen. Cas.	70	....					
Gen. Life, Ill.	7,702	2,381						
Gen. Re.	10,454	7,866						
Geo. Rogers Clark	97,221	25,390						
Gibraltar Ind. Life	74,410	15,546						
Glen Fall Indem.	5,590	1,672						
Globe Indem.	24,043	5,232						
Great Amer. Ind.	7,151	487						
Grt. Northern Life	161,737	51,455						
Great West Life	21,502	9,590						
Guarantee Mut.	842	....					
Guarantee Res.	1,865,107	582,656						
Hartford Acc.	1,925	160						
Home Indem.	69,077	7,901						
Hoosier Cas.	204,366	75,691						
Hoosier Fam. Bur.	525,221	427,280						
Ill. Bankers Life	121,335	38,046						
Ill. Mut. Cas.	158,458	72,811						
Income Guar.	141,797	55,953						
Indiana Trav.	77,778	21,314						
Indem. of N. A.	21,484	8,358						
Independence	60,401	12,058						
Indus. Cas.	65,709	20,149						
Inter-Ocean	40,088	18,152						
Inter-State Assn.	28,667	16,286						
Inter-State Res.	21,197	4,089						
Jefferson Nat.	495,932	316,219						
Jeffersonville	408	600						
John Hancock	755,238	476,014						
Kentucky Cent.	375,128	138,596						
Liberty Mut.	363,793	235,257						
Life of Va.	34,526	24,549						
London Nat. Life	528,595	324,968						
London & Lancs.	10,892	2,523						
London Guar.	5,052	172						
Loyal Prot. Life	69,476	21,925						
Lumberman's Mut.	52,179	15,461						
Mammot L. & A.	175,576	62,391						
Mfrs. Cas.	3,436	63						
Maryland Cas.	36,562	12,133						
Mass. Bond.	15,538	13,990						
Mass. Cas.	1,590	....					
Mass. Indem.	72,995	20,629						
Mass. Mut. Life	4,766	2,242						
Mass. Prot. Life	410,854	166,523						
Metro. Cas.	35,688	11,659						
Metropolitan Life	3,252,855	2,098,315						
Mich. Mut. Liab.	1,141	167						
Mich. Life	115,564	102,250						
Mid-States	14,374	1,000						
Monarch Life	41,922	62,990						
Motorists Mut.	326	....					
Motor. Vehicle Cas.	25	....					
Mut. Ben. H. & A.	1,329,436	498,299						
Mut. Hosp.	3,365,082	2,704,702						
Mut. Medical	1,418,766	872,986						
Nat. Acc. & Health	15,303	5,901						
Nat. Cas.	260,494	139,239						
Nat. L. & A.	364,803	138,116						
Nat. Trav. Cas.	21,638	2,508						
New Amst. Cas.	5,903	1,483						
North Amer. Acc.	239,607	94,637						
North Amer. Life	11,496	3,081						
North Amer. L. & Cas.	782	525						
Norwich Union Ind.	847	28						
Ocean Acc.	36	26						
Occidental Life	20,870	2,022						
Ohio Cas.	613	187						
Ohio Farmers, Ind.	—204	12,492						
Ohio State Life	18,501	6,262						
Old Equity	204,782	12,631						
Old Line Life	5,812	1,011						
Old Republic Credit	12,388	289						
Pacific Mut. Life	126,927	71,030						
Pan Amer. Life	236	....					
Paul Revere Life	128,869	48,085						



The Alamo at San Antonio, Texas, scene of an historic battle in the war for Texan independence.



MORE than one-twelfth of the United States is in the Lone Star State whose vast industrial, mineral and farm resources are now making Texas the fastest-growing industrial empire in America. Probably the richest political sub-division in any nation on earth, it is the only state whose mineral output in a single year has exceeded \$1,000,000,000. In providing the broad protection of our blanket bonds and other types of coverage so essential to the development of this great economic area, we are continuously "Serving the Leaders" of American Industry.

UNITED STATES GUARANTEE COMPANY
NEW YORK CITY
FIDELITY SURETY CASUALTY
Aviation Insurance through Associated Aviation Underwriters

	Net Prem.	Paid Losses		Net Prem.	Paid Losses
European Gen. Re.	73,018	1,538	Metropolitan Cas.	99	.....
Excess	39	.....	Ocean Acc.	119	.....
F. & C.	111,852	9,048	Phoenix Ind.	41	.....
Gen. Acc.	4,850	502	U. S. F. & G.	1,057	133
Gen. Re.	12,512	.....	U. S. Guarantee	150	.....
Globe Ind.	13,205	5,262	Totals	\$ 14,123	\$ 2,053
Hartford Steam Boiler.	473,264	75,798	CREDIT		
Lumber. Mut. Cas.	107,198	13,449	Net Prem.	Paid Losses	
Maryland Cas.	44,351	5,256	Amer. Credit	\$ 123,614	\$ 37,446
Mut. Boiler.	39,726	4,931	Empl. Reins.	26,168	2,837
Ocean Acc.	33,240	6,911	European Gen. Re.	24,517	2,969
Phoenix Ind.	4,254	922	Gen. Reins.	11,344	2,969
Royal Ind.	16,640	11,738	London Guar.	41,399	20,018
Travelers Ind.	294,047	10,134	Totals	\$ 227,042	\$ 66,185
Totals	\$1,342,227	\$ 163,889	LIVESTOCK		
SPRINKLER & WATER DAMAGE					
	Net Prem.	Paid Losses	Hartford Acc.	24	.....
Aetna Cas.	6,496	1,822	Hartford Livestock	\$ 59,770	\$ 16,130
Indem. of N. A.	199	.....	Farm Bureau, Ind.	5,752	2,190
London Guar.	35	74	Totals	\$ 65,546	\$ 18,320
Maryland Cas.	5,927	24			

USE YOUR OWN COMPANIES WHEN POSSIBLE

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or Difficult Problems—

1889



1949

Lloyd's London

R. B. Jones & Sons Inc.

C. REID CLOON, Manager

175 W. JACKSON BLVD.

CHICAGO 4, ILL.

AMERICAN RE-INSURANCE CO.

Robert C. Ream, Chairman
Edward L. Mulvehill, President

99 John Street, New York 7, N. Y.

December 31, 1948

CAPITAL	.....	\$ 4,000,000.00
Surplus	.....	8,610,916.97
Surplus to Policyholders	.....	\$12,610,916.97
Reserve for Outstanding Losses	.....	12,006,929.01
All Other Liabilities	.....	7,966,609.62
TOTAL ADMITTED ASSETS	.....	\$32,584,455.60

Securities carried at \$775,000.00 are deposited as required by law, and cash in the amount of \$934,356.93 is held in trust for the payment of certain specific losses.

CASUALTY • FIDELITY • SURETY
Re-Insurance

"Comp" Carriers Eye N. Y. TDB Field

(CONTINUED FROM PAGE 19)

said his employment called him into the tavern, the tavern virtually became his workshop.

Suicide and intoxication cases are almost impossible for the employer and insurer to defeat, Mr. Craugh added. The law specifically provides that suicide is not covered, but the employer has the burden of showing that it was suicide, and overcoming the presumption against suicide. A jewelry worker was found slumped over at his bench, dead of potassium cyanide. The coroner's verdict was suicide. The employer and insurer lost the case, because they were unable to show motive. Another worker left his bench to go to the men's room and subsequently his body was found on an adjoining, lower roof. The sill of the window to the washroom was 26 inches high. His wife testified he had threatened suicide. Two psychiatrists said he had dementia praecox with suicidal tendencies. His widow was paid compensation and the award was upheld. In another instance compensation was awarded for the loss of the sight of one eye, yet the man had had no vision in it for years.

To illustrate how the costs of administering the law have risen, Mr. Craugh said that in 1942 these totalled \$1,600,000 and in 1948 \$4,600,000.

The only possible way the employer has of holding his costs down and possibly reducing them is through accident prevention. The insurers have established an enviable record for years for safety programs.

New Disability Law

Mr. Craugh touched briefly on the new disability law, which goes into effect July, 1950. This may help reduce compensation in certain cases, he said. The unemployed may file for disability rather than for compensation. However, benefits continue for only 13 weeks under the disability law while the duration of benefits under w. c. is practically unlimited. Thus the new legislation will be of conjectural aid so far as the w. c. burden is concerned. There may be certain consequential changes, such as the disappearance of the line dividing non-occupational from occupational.

The record of private insurance has been highly creditable in the workmen's compensation field, Mr. Craugh said, and he believes that this is proof that private insurance can, under any kind of "social" insurance that is really insurable, do an excellent job.

Successful Competition

Private insurers have been surprisingly successful in New York competing with the state fund that has had numerous advantages. One of these advantages, freedom from the 2% premium tax, has now been eliminated. Another, freedom from liability to employees if the w. c. insurer goes broke, has been extended to all insured.

Does the New York disability bill make inroads on private enterprise, Homer F. Smith, Seamen's Bank, asked. Mr. Craugh replied that it is up to the employer to decide, but having acceded to the idea that the employer is responsible for non-occupational disability, then next year there may be a call for the employer to pay the cost of medical and hospital care on the non-occupational disability.

Bringing Down Benefits

Banks' workers are in the white collar, office class, for whom generally there is maintained a level of benefits higher than those called for by the new law, F. G. Baker, Manhattan Savings Bank, brought out. Mr. Craugh admitted that the law might have the effect of bringing benefits down to the level specified in the law.

The forum voted to add an assistant secretary-treasurer to make four offices instead of the present three because of the increasing burden of detail on the present secretary-treasurer. The annual election will be at the May meeting.

Irene Newman, Flatbush Savings Bank, is chairman of the nominating committee.

The annual dinner will be held June 9. At that time the first award will be made of a prize donated by the Seamen's Bank for Savings. It will go to the member of the forum who during the year has done the most for it, and the selection will be made by the executive committee. The prize will be two books, one on banking and one on insurance, and hereafter will be an annual feature. Archie C. McLave, Bowery Savings Bank, is chairman of the dinner affair.

Maximums in N. Y. Go By

Miss Ruth Barth, Franklin Savings Bank, chairman of the legislative committee, called attention to the fact that the New York legislature has amended the workmen's compensation law to provide an increase of from \$5,000 to \$6,500 in the maximum payment for temporary total disability, and an increase of from \$4,000 to \$5,500 in the maximum for temporary partial disability.

Mr. Baker reported that progress is being made in the matter of getting automatic reinstatement of insurance on small losses. He is a member of the committee of the savings banks association that is studying the New York disability law, and he suggested that before individual banks proceed with plans to comply they check with members of that committee. Only one or two savings banks have a formal program of providing for the employee when ill; most banks handle it as an individual matter when it arises, and many of them pay full salary for at least 13 weeks or longer, he said.

Loans in Other States

The governor has signed the bill permitting savings banks to make loans in other states, he added, and this gives the insurance managers a prime interest in the coinsurance requirements in other territories, particularly on dwellings. Mr. Baker had prepared a mimeographed table showing such requirements, but this is being studied further and additions and revisions will be made.

Hartford Fire has suggested that the forum send a member to its advanced agency course at the Hartford training center for a week, and Chairman William H. Intemann, insurance manager at Central Savings Bank, suggested that any member interested should get in touch with him.

Mr. Smith reported on the forum's efforts to get fire legal liability insurance. The difficulty on the casualty side seems to be the absence of experience figures on the specific fire hazard. Some work along this line is being done, but the casualty people point out that property damage liability always has been written on a broad basis and suggest that the number of fire legal liability losses probably is small, but that the hazard is catastrophic in character.

Employers Has Fidelity Course

Employers Liability has begun a training course in fidelity lines at its home office at Boston. Graduates will be sent into the field to stimulate bond production.

Subjects being covered include fidelity, blanket bonds, construction, fiduciary, court and miscellaneous bonds. The faculty are members of the Employers education department and home office fidelity and surety department.

SPECIAL AGENT

Excellent opportunity for young man with some field experience in Casualty and Surety as Special Agent for Missouri and Kansas. Well established National Bureau Company. Address Box U-15, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.



Net Premiums and Paid Losses on 1948 Casualty Business in KANSAS

	Total Prems. and Losses	Auto. Liab.	Other Liab.	Work. Comp.	Fidel.	Surety	Plate Glass	Burg. Theft	P. D. & Coll.		Total Prems. and Losses	Auto. Liab.	Other Liab.	Work. Comp.	Fidel.	Surety	Plate Glass	Burg. Theft	P. D. & Coll.
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Acc. & Cas.	14,064	7,063	—121	4,491	....	68	—3	162	2,279	Excess	17,487	3,200	334	739	1,661	10,608	....	—197	11
Act. Cas.	1,761	637	57	4,393	257,761	22,323	33,127	6,226	26,352	113,941	1,500	1,124	10	....	....	....	....	28	1,306
Allina Cas.	711,092	163,590	82,873	257,761	22,323	33,127	6,226	26,352	113,941	Fac. Mut. Liab.	2,465	1,124	10	....	....	....	....	145	145
Alliance M. C.	269,268	51,001	27,092	107,921	2,518	2,340	4,399	4,598	44,975	Fm. Bur. Kan.	170	25	....	....	....	....	....	....	1,275,267
Allied M. C.	746,533	182,950	2,384	....	837	595	4,086	....	....	Fmrs. Cas.	1,186,198	179,726	4,072	14,137	....	....	....	....	777,085
Allstate	281,843	67,071	2,125	....	....	....	2,637	....	152,207	Fmrs. El. Mu.	14,879	1,626	....	....	....	....	....	....	21,458
Allstate	270,203	18,420	12,789	39,239	....	....	399	5,531	110,086	Fmrs. Ex. Cal.	48,071	5,334	20,450	6,028	2,772	....	....	....	9,561
Allstate	101,733	17,614	9,476	15,422	....	....	389	1,983	44,028	Fmrs. Mu. Au.	9,877	4,807	....	....	....	....	....	....	8,006
Allstate	109,183	42,963	....	....	....	....	....	....	53,852	Fmrs. Mu. Au.	44,572	90,133	303	....	....	....	....	....	4,002
Am. Agricul.	32,861	12,994	....	....	....	....	....	....	19,785	F. & C.	1,013,303	300,175	3,953	....	....	....	....	....	325,414
Am. Agricul.	1,304	1,130	174	....	....	....	....	....	....	F. & C.	81,705	27,357	903	....	....	....	....	....	295,052
Amer. Auto	262,845	103,301	24,381	36,068	64	360	1,539	3,634	93,473	F. & D.	798,933	173,044	86,633	324,757	18,296	10,357	4,175	21,630	17,677
Amer. Auto	107,534	40,147	6,067	10,802	....	....	1,882	1,307	47,329	F. & D.	307,821	92,297	26,747	108,225	—1,035	—1,116	2,791	13,799	66,680
Amer. Cas.	22,164	8,606	427	1,789	141	100	549	4,136	....	Fireman's Fd.	228,246	76,649	23,066	53,664	6,548	2,090	1,045	4,745	86,026
Amer. Cas.	11,580	1,014	....	659	....	....	162	....	2,559	Fireman's Fd.	81,573	23,194	9,010	26,102	5,27	....	242	3,182	19,302
Amer. Empl.	168,251	46,144	16,130	54,879	4,439	4,111	1,963	7,684	30,918	Gen. Acc.	135,069	21,967	11,544	57,648	....	....	591	3,878	17,057
Am. F. & C. Va.	24,364	18,280	5	....	....	....	1,364	3,762	16,724	Gen. Cas. Wash.	67,468	26,653	3,890	501	5,913	9,435	674	5,087	15,315
Am. G. & L.	5,088	4	....	1,221	....	....	834	3	....	Gen. Re.	191,159	97,006	7,280	21,691	9,671	20,904	37	5,608	21,317
Am. Ind.	32,268	8,554	2,151	....	4	10	1,712	4,174	10,233	Glen Falls	36,364	10,316	2,459	2,508	2,183	9,544	330	2,972	4,800
Am. Ind.	14,098	3,868	205	....	....	....	467	987	4,640	Globe Ind.	10,110	1,584	957	1,278	....	....	437	639	5,215
Am. Mot.	39,199	1,434	33	16,954	803	1,028	....	....	2,083	Globe Ind.	47,500	14,499	5,138	5,634	2,127	2,935	219	880	12,900
Am. Mut. Liab.	240,466	9,996	13,676	190,694	....	....	10	533	16,371	Grt. Am. Ind.	158,355	31,884	18,886	69,568	979	1,140	486	3,920	30,765
Amer. Pchldrs.	4,590	3	81	....	....	....	....	....	1	Grt. Cent.	45,309	....	....	....	....	....	45,309	....	387
Amer. Re.	43,324	3,016	1,726	2,103	4,458	30,427	3	130	1,031	Hardw. Ind.	3,914	1,631	232	1,793	....	....	110	111	37
Amer. Surety	36,394	19,055	428	16,521	....	....	....	....	....	Hardw. Ind.	1,062	2,662	....	....	....	....	265	....	65
Amer. Surety	174,955	20,502	15,051	23,591	41,811	44,695	1,016	4,954	14,445	Hartford Acc.	305,435	61,080	10,132	140,538	....	....	3,763	1,453	86,185
Anchor Cas.	40,873	25,870	1,124	3,764	—217	....	742	2,649	4,641	Hawkeye Cas.	1,188,239	300,836	98,300	376,329	60,278	50,369	7,634	43,423	214,196
Anchor Cas.	187,111	55,804	10,595	27,207	723	1,316	1,964	3,007	63,957	Houston F. & C.	116,128	62,932	3,295	5,227	3,010	2,308	1,640	2,016	12,545
Arx. Ind.	59,073	16,117	81	6,265	....	....	781	741	25,696	Ideal Mut.	4,794	500	218	3,429	....	....	52	....	387
Arx. Ind.	526	261	—6	24	....	....	....	....	141	Ind. of N. A.	171,623	70,109	22,022	12,068	4,339	4,824	1,096	6,812	46,003
Assoc. Ind.	76,251	—41	1,895	12,293	—20	202	....	....	1,922	Ind. of N. A.	55,675	25,375	2,386	5,545	53	....	781	456	19,689
Auto Club, Mo.	40,173	....	....	40,084	....	....	....	....	—137	Insurers Ind.	55,592	10,304	3,211	16,879	....	....	480	2,077	16,685
Bankers Ind.	15,861	10,126	....	....	....	....	....	....	15,314	Iowa Hardw.	12,642	5,973	3,510	—40	....	....	....	....	2,063
Bankers Ind.	7,521	433	....	....	....	....	....	....	6,307	Ia. Home Mut.	363,476	160,128	88	112	....	....	....	....	198,456
Bankers Ind.	1,283	735	124	24	....	....	....	....	359	Ia. Mut. Liab.	273,177	63,536	11,501	63,034	....	....	2,718	92,364	....
Blum. Cas.	320,865	10,227	30,635	256,032	....	....	....	....	23,971	Kan. Bkrs. Sur.	126,462	5,392	....	....	....	....	2,492	34,896	....
Blum. Cas.	105,931	56	3,523	96,178	....	....	....	....	6,230	K. C. F. & M.	504	314	....	....	....	....	....	199	....
Cur. & Gen.	4,036	2,069	257	289	....	167	....	....	1,050	Liberty Mut.	387,141	27,904	21,126	273,939	398	410	728	19,892	....
Cur. & Gen.	521	288	5	30	....	....	....	....	198	Liberty Mut.	200,927	47,471	2,770	123,107	—5	524	2,379	7,682	....
Cas. Ind. Ex.	1,804	....	....	1,768	....	....	....	....	36	Lon. & Lan. Ind.	58,708	21,664	6,501	....	121	399	914	2,862	21,247
Cas. Regip. Ex.	164,522	51,239	10,061	47,851	....	....	25	....	42,351	Lon. & Lan. Ind.	36,529	14,064	1,789	....	16	832	832	17,637	....
Celina M. C.	122,008	35,059	993	....	....	....	24	....	21,514	Lond. Guar.	119,286	16,012	17,599	42,533	—21	279	712	3,267	21,297
Cent. Mut. Cns.	58,629	14,542	....	....	....	....	1,712	243	29,681	Lumb. Mut. Cas.	433,245	36,921	28,544	313,235	1,873	2,399	818	1,362	35,187
Cent. Natl.	53,175	12,207	80	....	....	....	910	....	26,792	Mfrs. & Merch.	160,957	9,259	681	119,352	12,128	379	41	13,795	....
Cent. Natl.	377,765	11,085	....	....	....	....	544	....	11,582	Mfrs. & Whrs. Col.	76,255	10,439	9,079	....	....	316	....	941	
Cent. Surety	590,913	124,708	41,473	124,800	8,377	35,725	6,712	18,616	166,492	....	15,681	1,649	115	....	....	....	....	11,543	
Century Ind.	285,226	76,500	6,555	52,193	—612	16,090	5,328	8,928	100,190	Mfrs. Cas.	63,584	17,345	7,193	20,416	897	1,576	40	5,236	10,739
Century Ind.	20,029	1,059	4,802	8,116	988	900	146	178	2,600	Md. Cas.	487,385	70,126	34,191	199,879	26,198	12,065	3,526	19,410	57,985
Commer. Cas.	27,977	7,249	2,588	8,827	2,945	—150	696	380	5,433	Md. Cas.	195,115	51,740	5,440	88,961	1,013	2,617	3,189	1,641	26,092
Coal Op. Cas.	89,710	2,853	86,559	....	....	....	....	....	208	Mass. Bond.	145,068	35,558	13,455	23,588	7,147	21,400	1,856	7,706	24,315
Columbia Cas.	26,779	5,653	4,798	3,734	754	423	89	1,501	4,359	Med. Prot.	51,711	25,993	612	3,963	—548	1,792</			

	Total	Auto.	Other	Work.	Plate	Burg.	P. D.	Total	Auto.	Other	P. D.	Plate	Burg.	P. D.
	Prem.	Prem.	Prem.	Prem.	Theft	& Coll.	Prem.	Prem.	Prem.	Prem.	Prem.	Glass	Theft	& Coll.
	and	and	and	and	and		and	and	and	and	and	and	and	and
	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses
Natl. Ind.	22,182	9,270	—	—	—	—	10,343	—	—	—	—	—	—	—
	846	162	—	—	—	—	548	—	—	—	—	—	—	—
Natl. Surety	248,917	32,940	7,341	24,530	78,729	40,693	1,610	44,248	17,017	—	—	—	—	—
	26,791	6,362	295	5,568	270	472	1,741	5,086	7,941	—	—	—	—	—
New Amst. Cas.	138,945	19,746	19,939	62,894	2,802	9,119	571	1,941	20,652	—	—	—	—	—
	77,767	17,101	2,354	32,488	—11	11,082	201	131	14,574	—	—	—	—	—
N. Y. Cas.	79,439	17,863	3,914	10,463	11,973	14,438	1,141	2,538	11,812	—	—	—	—	—
	18,174	7,741	41	4,792	—236	—	1,138	356	4,270	—	—	—	—	—
N. A. C. & S. Re.	—109	—1	—26	—33	—	—46	—	—	—	—	—	—	—	—
N. W. Cas.	27,390	6,402	2,085	—	—	—	273	2,919	10,736	—	—	—	—	—
	14,160	4,050	380	—	—	—	86	3,236	4,158	—	—	—	—	—
N. W. Nat. Cas.	81,309	45,741	4,795	—	—	—	2,296	2,914	25,563	—	—	—	—	—
	23,770	10,151	31	—	—	—	627	253	12,708	—	—	—	—	—
Norwich Un.	11,640	2,048	1,332	5,684	—	—	23	809	1,682	—	—	—	—	—
	6,207	3,151	1,139	—	—	—	47	245	1,625	—	—	—	—	—
Ocean Acc.	70,954	16,658	4,393	27,973	1,186	327	36	544	8,349	—	—	—	—	—
	24,534	431	—	10,704	2	—	—	—	—	—	—	—	—	—
Ohio Cas.	194,352	54,484	4,069	3,616	5,547	6,163	4,922	5,316	81,096	—	—	—	—	—
	58,086	10,873	163	305	3,547	—	3,716	1,685	31,308	—	—	—	—	—
Pac. Empl.	278,807	20,921	22,726	104,989	—	—	34	—	35,690	—	—	—	—	—
	63,189	3,731	119	51,587	—	—	—	—	7,713	—	—	—	—	—
Peerless Cas.	428	—	—	—	—	—	—	—	—	—	—	—	—	—
Phoenix Ind.	285,173	108,515	24,334	65,946	468	386	5,308	10,731	68,111	—	—	—	—	—
	76,827	16,114	1,078	24,542	—	—	3,895	1,097	29,834	—	—	—	—	—
Pref. Acc.	134,902	42,280	9,084	29,073	—	—	837	1,239	4,193	33,549	—	—	—	—
	45,066	22,091	547	7,811	—11	—	377	1,392	12,545	—	—	—	—	—

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ORGANIZED
1880

	Total	Auto.	Other	Work.	Plate	Burg.	P. D.	Total	Auto.	Other	P. D.	Plate	Burg.	P. D.	
	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	Prem.	
	and	and	and	and	and	and	and	and	and	and	and	and	and	and	
	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	
Royal Ind.	36,328	10,062	—	—	5,920	28,492	261	333	59	828	8,166	—	—	—	
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
St. Paul-Merc.	512,983	104,880	57,781	89,098	7,061	21,062	5,357	12,804	323,337	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Seaboard Sur.	24,880	—	—	—	113	—	—	—	10,763	13,946	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Sec. Mut. Cas.	9,776	—	—	—	—	—	—	—	357	9,419	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Shelby M. C.	969	—	—	—	—	—	—	—	19,808	—	—	535	313	15	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Stand. Acc.	242,404	20,916	21,888	2,161	8,384	836	3,381	43,886	—	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Stand., Okla.	165,040	24,047	6,161	6,817	—	—	—	—	68	728	33,028	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
State Auto. In.	214,947	62,037	4,649	—	—	—	—	—	1,534	—	—	38,377	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
State Auto. O.	14,444	—	—	—	—	—	—	—	87	10	2,396	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
State Farm, Ill.	1,915,566	538,704	8,962	—	—	—	—	—	—	—	—	38,451	225,658	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Travelers Ind.	1,052,396	264,944	84,051	329,282	18,548	39,277	3,995	38,451	225,658	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Trinity Univ.	302,080	64,050	11,539	41,140	1,483	21,801	3,403	3,619	106,933	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Tri-State Cas.	639,156	184,685	7,595	163,233	—	—	—	—	—	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Travelers Ind.	132,993	17,227	49,037	9,124	28,237	—	—	—	—	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
United Ins., Colo.	33,369	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Untd. Nat. Ind.	135,413	25,996	6,851	4,595	482	1,531	1,064	2,654	42,724	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
United Pac.	52,237	31,402	195	—	—	570	103	364	20,241	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
U. S. Cas.	60,295	21,995	169	17,370	972	5,636	—70	239	13,642	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
U. S. F. & G.	650,985	139,077	83,399	182,931	44,593	58,989	5,773	30,690	98,243	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
U. S. Guar.	69,844	635	363	70	2,999	64,541	154	306	229	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Va. Surety	2,450	—	—	—	—	—	—	—	—	—	—	—	—	150	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
West Amer.	49,664	14,397	411	6,419	128	12	270	276	—21	6,599					

	Net Prem.	Paid Losses
P. D. & Coll. Prems. and Losses	10,958	268
Preferred Acc.	1,076	159
Royal Indem.	608	159
St. Paul-Merc. Ind.	13,891	3,924
Shelby Mut. Cas.	5,579	1,988
Standard Acc.	178	71
State Auto. Ins.	715,869	394,857
Sun Indemnity	199	115
Travelers	16	1
United Insurers, Colo.	342	69
United Nat. Ind.	7,176	595
U. S. Cas.	587	1
U. S. F. & G.	2,157	762
U. S. Guarantee	85,015	35,700
Western Cas.	36,553	20,790

MACHINERY

	Net Prem.	Paid Losses
Amer. Employers	8,978	1,099
Amer. Guar. & Liab.	3,026	1
Amer. Reins.	2	1
Alex Indem.	72	1
Columbia Cas.	4,850	178
Empl. Liab.	1,949	49
Empl. Reins.	3	1
European Gen. Re.	5,094	27
Fid. & Cas.	13,833	5,088
General Acc.	229	1
General Reins.	797	1
Globe Indem.	5,738	27
Harford Steam Boiler.	127,648	71,852
London Guar.	2,091	167
Lumb. Mut. Cas.	9,671	1
Maryland Cas.	15,877	2,159
Phoenix Indem.	2,436	1
Royal Indem.	529	1
Travelers Indem.	48,198	19,074
Totals	289,565	99,270
1947	235,996	30,829

SPRINKLER & WATER DAMAGE

	Net Prem.	Paid Losses
Aetna Cas.	3,456	14,124
Maryland Cas.	353	313
U. S. F. & G.	194	1
Totals	4,003	14,437
1947	2,941	273

CREDIT

	Net Prem.	Paid Losses
Empl. Reins.	3,722	1,820
European Gen. Re.	1,567	1,225
General Reins.	1,449	1,983
London Guar.	6,555	61
Totals	13,593	5,029
1947	32,769	6,458

LIVESTOCK

	Net Prem.	Paid Losses
Farm Bureau, Kans.	5,172	2,237
Totals	5,172	2,237
1947	8,566	4,330

Set New York Hearing on Assigned Risk Problems

(CONTINUED FROM PAGE 19)

islative session which would have broadened the assigned risk plan to include fire, theft and collision, but it failed to get out of committee. Other bills were introduced to modify it, indicating dissatisfaction with the plan.

The department says it is curious as to the equities of the surcharges employed. If a person is convicted for driving while intoxicated, he needn't necessarily go to the assigned risk plan if a company will write him. But there is a 50% surcharge which can be applied and which is authorized in the manual.

Conviction of leaving the scene of an accident also is grounds for a 50% surcharge. Other charges for less serious offenses are graded down to 5%. The department points out, however, that these certified risks are inevitably enforced into the assigned risk plan where they must pay an additional 25%. This 25% of the 150% rated premium brings the total charges up to 187.5% of the basic rate. This has caused a number of complaints, the department says.

Some businessmen who have had trouble getting fire, theft and collision coverage on their trucks have complained. They said they were unable to get bank loans to pay for the trucks if they couldn't get fire, theft and collision coverage. This resulted in their being unable to buy trucks and seriously affected their business operations.

James B. Thomas, assistant secretary of National Union, is visiting in Chicago this week. He plans to stop off at National Union offices at Kansas City and St. Louis before returning to Pittsburgh.

Mail Order Parley Now May Be Held in Mid-May

WASHINGTON—It is understood that the rules-making division of federal trade commission has completed a new draft of proposed trade practice rules for the mail order insurance industry.

It is further understood that some minor changes in the re-draft are in process. When this revision is completed, the proposed code goes to members of the commission.

That body is expected to assign the revised rules for public hearing at a second trade practice conference for the mail order industry.

From two to three weeks advance notice is usually given of such meetings, especially where parties on the Pacific Coast are concerned, as in the present instance.

Following the procedure outlined above, FTC officials believe the second mail order trade practice conference will probably be held about mid-May.

Controversy Arises Over Mich. Trade Practice Bill

The fair trade practices bill on the uniform model, but with special amendments, has been introduced in the Michigan legislature. It is sponsored by the department. There is a unique provision that the commissioner shall give preliminary notice to any person suspected of unfair practices and permit him to meet with the commissioner informally for a discussion of the impending charges. The conference would be of a secret nature. Afterward also the accused person could demand that a trade practice conference be held for a review of the matters complained of.

A demand for a hearing on the bill is expected to be made due to controversy among insurance people. The bill is backed by the Michigan companies but is said to be opposed, chiefly because of its divergencies from the uniform draft, by the National Board of Fire Underwriters and the Assn. of Casualty & Surety companies.

Main target for opposition is the provision for calling trade conferences when complaints are filed. This section is said by department sources to resemble the federal trade commission act. Several other provisions of the Michigan measure are designed to safeguard the interests of any company or person accused of unfair practices by according them a secret conference for explanation of the charges and possible adjustment of the grievance in advance of any public accusation or hearing. The accused party also could ask for a trade conference to determine whether the practice cited actually was unique or whether it was common in the industry.

Employers Mutual on Brooklyn Fidelity Loss

Employers Mutual of Wausau is the surety on a fidelity loss reported to be between \$10,000 and \$80,000 at Loeser's department store in Brooklyn. The store was systematically looted by a group of four teen-age stockroom employees over a period of 15 months. They told police that they sold the perfumes, hosiery, and men's and women's clothing to neighborhood poolroom operators and had given some to girl friends. They spent the money on "good times."

Exact amount of the shortage is still being tallied by the store. The store was covered by the Employers Mutual's 3-D policy. U. S. Guarantee was on the risk until last July and may contribute as some of the thefts occurred during its suretyship.

Convict Two Unlicensed Agents

TORONTO—Two persons have been convicted in Ontario courts for acting as agents for American Farmers of Phoenix. Charles K. Beaton was convicted on eight charges of acting for American Farmers and eight charges

of selling life insurance without a license. He was fined \$320 or 160 days in jail and has undertaken to make restitution to applicants on premiums collected. O. A. N. Magnusson, who pleaded guilty to eight similar charges, was fined \$222 or eight months. He also was selling for American Farmers.

Bill To Remove Penalty on Private Insured Vetoed

Governor Dewey has vetoed the bill which would have relieved employers insuring in private companies from liability for workmen's compensation to employees. Those insured in the state fund do not have this liability, and this is one of the big talking points the state fund has to sell its coverage. Disapproval was largely due to a memorandum from the New York County Lawyers Assn., which argued that the governmental character of the state fund

assured its continuity and solvency. No such assurance exists in relation to private insurers. "Since their selection is a matter of free choice by the employer, employees or their beneficiaries should not be subject to the hazard of the financial responsibility of such private carriers."

Casualty companies and agents for several years have campaigned to eliminate this special consideration given the state fund.

Employers—All Aces

The Employers group basketball team was awarded three trophies at the conclusion of the Boston Commercial League tournament. Employers won every one of its 17 game schedule. John Lynch of that team was high scorer in the series with a total of 243 points.

Industrial Indemnity of California has appointed Carl Paulson as special agent in northern California.

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INSURANCE NEWS BY SECTIONS

PACIFIC COAST AND MOUNTAIN

Extensive Coast Changes for Hartford Fire

Hartford Fire has made a number of personnel changes in the southern California department at Los Angeles.

John A. Gilliland, associate resident manager, has been advanced to an executive position in the Pacific Coast department at San Francisco, his chief duties to be in connection with the southern California business.

Gilman L. Camp, associate manager at Los Angeles, has been named in charge of special agents' production for southern California. He has been with the company for 28 years.

Paul Ragen, special agent, has been advanced to assistant resident manager having general supervision of Los Angeles operations.

Howard Boyd has been named in charge of the special risk department. He is a graduate of U.C.L.A. and was with Pacific Fire Rating Bureau until joining Hartford in 1947.

John Kilgore has been promoted from special risk inspector to special agent for Orange county and eastern Los Angeles county. He has been with Hartford since 1941.

Robert Huddleston has been promoted from Los Angeles underwriter to special agent for the south and west section of Los Angeles county. Mr. Huddleston attended the University of Georgia and has had experience with Pacific Fire Rating Bureau.

Peters to Santa Barbara

John A. Peters, who has been special agent in Los Angeles county, has been transferred to Santa Barbara and Ventura counties. He has been in the fire business since 1937 except for four years in the army.

H. Curtis Howard has been named superintendent of the fire department at Los Angeles. Mr. Howard has had experience with the Pacific Board before joining Hartford Fire.

Roger A. Langlois has been promoted from underwriter to assistant superintendent of the fire department.

J. Clay Kelley continues as special agent in San Bernardino and Riverside counties.

D. K. MacDonald Firm of Cal. Makes Many Changes

Extensive changes have been made in the D. K. MacDonald & Co. surplus line brokerage firm of California.

The organization is now operating throughout the state with headquarters at San Francisco. D. K. MacDonald is president and Otis Clark is vice-president and manager. James W. Bourland has been named assistant manager.

Previously, the MacDonald company has been operated as two corporations with headquarters at Los Angeles and San Francisco. The new headquarters will be at 200 Sansome street until May 16 when newer and larger quarters will be taken over at 155 Montgomery street.

S. S. Linder has been appointed manager at Los Angeles, succeeding J. R. Mulder, who has resigned. The Los Angeles office will continue at 510 South Spring street.

Mr. Clark has been manager of the San Francisco corporation. He continues as president of Reinsurance Underwriters, an affiliated corporation.

Mr. Linder, who has been with the MacDonald Co. since November, was for many years previously, assistant

manager of the Pacific Coast department of Aero Underwriters.

Mr. Bourland joined the firm eight months ago after serving a year as office manager and chief underwriter for Preferred Accident at San Francisco.

The Lakeview, Ore., local agency of the late L. C. Fitzgerald has been sold to Burt K. Snyder and John Blair. Mrs. Fitzgerald is to share in the business.

Producers of S. F. Gets Papers

Producers Ins. Co. of San Francisco, which is sponsored by Cal-Union Agencies, Inc., has now been granted its certificate of authority. The company has been in process of organization for two years. The home office is at 240 Sansome street. First it will write exclusively automobile material damage insurance. The company is owned entirely by agents, brokers, clients and friends.

Elmer Bonstain, the president, has been in the insurance business since 1907. Many of the other officers are also men of long experience in the business. E. L. Mitchell is vice-president and secretary; Harry R. Schroeter, vice-president; P. C. Knapp, treasurer and G. E. Oaks is chairman.

Cal-Union Agencies will be underwriting managers.

In addition to the officers named, the directors include Ferd W. Callison,



Elmer Bonstain



E. L. Mitchell

president of Westland Life; George T. Gerhardt, president George T. Gerhardt Co., San Francisco; Thomas F. Smith, president Pacific Plumbing & Heating Supply; Arthur Sommer, president Pacific Container; W. A. White, San Francisco attorney, and these local agents: Fred W. Spiller, Marysville; Lee B. Sutliff, Berkeley; Nye B. Swett, Fresno; L. E. Wraith, Woodland, and Wallace McWilliam, Knights Landing.

Wash., Ore. Dates Changed

Dates of the annual meetings of the Washington and Oregon associations of insurance agents have been shifted due to a schedule conflict with those of the National Association convention.

The Washington association will meet at the Olympic hotel, Seattle, Aug. 28-30, while Oregon will hold its meeting Sept. 1-3 at the Multnomah hotel, Portland.

Plan Wash. Spring Parley

Washington Assn. of Insurance Agents will hold a spring meeting for the executive committee and local board presidents May 13 at the Hotel Cascadian, Wenatchee.

Pacific Loss Men Hear Craft

Charles A. Craft, retired vice-president and Pacific Coast manager of Phoenix of London, was featured speaker at the annual meeting of Pacific Coast Fire Loss Assn. this week.

MIDDLE WEST

Illinois Caravan Now on Circuit

The caravan of Illinois Assn. of Insurance Agents that is taking part in eight regional meetings started on the



Lyman Drake, Jr.



W. W. Hamilton

circuit Monday of this week with a gathering at Marion. The initial members of the caravan were E. H. Westwick, western safety director of Assn. of Casualty & Surety Companies; Maurice Herndon, assistant Washington representative of National Assn. of Insurance Agents; Lyman Drake, Jr. of Chicago, president; W. W. Hamilton, manager, and Mrs. Lillian Herring, assistant secretary of Illinois Assn. of Insurance Agents.

The windup is at Aurora, April 28. It is expected that Frank Hawk of Peoria, executive vice-president of the Association, will attend some of the northern Illinois meetings.

Form Wooster Team

Richard E. Wertenberger has purchased part of the interest of his late father, George E. Wertenberger, in the W. C. Myers & Co. agency of Wooster, O. Thus, he forms a team with Ivan Steiner, Jr., in the agency that was founded in 1870 by Isaac H. Myers.

Mr. Steiner has been with the agency since 1936 and has been a partner since 1940. Mr. Wertenberger started there in 1942. They are both war veterans.

Minn. Session Satisfactory

ST. PAUL—The session of the Minnesota legislature, which has now adjourned, was a satisfactory one for insurance. Practically all the commissioner's bills were passed, as were several industry-sponsored bills. Other measures to which there was objection fell by the wayside.

A bill which would have increased the commissioner's salary to \$8,500 failed of passage but his \$6,500 temporary salary was made permanent.

Wis. Midyear May 24

MILWAUKEE—The midyear meeting of Wisconsin Assn. of Insurance Agents will be held at Hotel Loraine, Madison, May 24.

The one day meeting will be held in lieu of regional meetings which have proven popular, but it was decided this year to convene at the state capital during the current legislative session to give local agents an opportunity to meet their state senators and assemblymen.

Reciprocal Bill in Illinois

A bill introduced last week in the Illinois house would include among the requirements to organize a reciprocal insurance company that it have applications from at least 25 subscribers on at least 200 risks, aggregating not

less than \$100,000 of insurance applied for. The organization should have cash deposits collected from subscribers of at least the amount of the maximum individual risks to be assumed, and in no event less than \$10,000; or in lieu of those requirements, a surplus of at least \$100,000.

Plan Minn. Fire School May 4-6

ST. PAUL—The annual northwest fire school sponsored by the state fire marshal's office will be held at St. Paul May 4-6. Several hundred firemen are expected to attend.

SOUTH

Oklahoma Assn. Convention to Open at Okla. City, May 9

Alpha H. Kenna, executive manager Kansas Assn. of Insurance Agents, is scheduled to open the annual convention of Oklahoma Assn. of Insurance Agents with an address on "Love It or Leave It." The conference will be held in the Skirvin hotel, Oklahoma City, May 9-10.

Among the other speakers will be John C. Stott, president of the National association; L. E. Grigsby, assistant western manager Hartford Fire, speaking on "Public Relations"; William Traynor, publicity director of North British & Mercantile, on "Insurance Advertising," and James P. Compton, assistant secretary-treasurer American Asphalt Roofing Corp., Kansas City, on "Insurance from the Buyer's Viewpoint."

Fights Tobacco Barn Rate

RALEIGH—A bill directing the insurance commissioner to investigate losses on frame tobacco barns has been introduced in the North Carolina legislature. The measurer was offered by Representative Kiser who said the North Carolina Fire Insurance Rating Bureau has fixed a rate of \$3.90 per \$100 valuation on such barns but that the commissioner and the bureau after being asked were unable to furnish any loss experience to justify "any such discrimination against the tobacco farmers."

Martin Ky. Fire Marshal

Frank D. Crutcher, Louisville, has resigned as state fire marshal of Kentucky, and is succeeded by William L. Martin of Frankfort, who has been assistant fire marshal for four months. J. T. Underwood, Jr., of Louisville, succeeds Mr. Martin as assistant.

Schedule Ky. Regionals

Kentucky Assn. of Insurance Agents will not have a mid-year meeting but has arranged for a series of regional meetings at Paducah, May 16, Bowling Green May 17, Somerset May 18, Lexington May 19, and Covington May 20.

Maurice G. Herndon of the N.A.I.A. Washington office, speakers from the Kentucky department, home office men, State National Director Sheridan Barnes, Elizabethtown; President E. H. Fall, Fulton, and Vice-president H. E. Redmon, Ashland, will attend all of these meetings.

Tennessee & Arkansas Bridge Commission has named the new \$15 million bridge over the Mississippi at Memphis the E. H. Crump Bridge, honoring the Memphis political leader and local agency head.

Mrs. John Trimble has been named president of Greensboro (N. C.) Assn. of Insurance Women. Miss Evelyn Story is vice-president; Miss Mary Lou Ray, secretary; Miss Thelma Lamb, treasurer.

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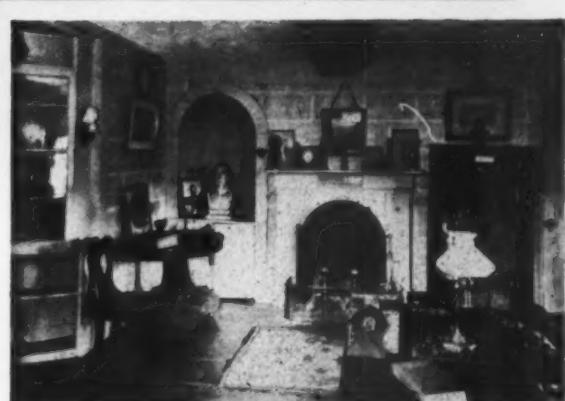
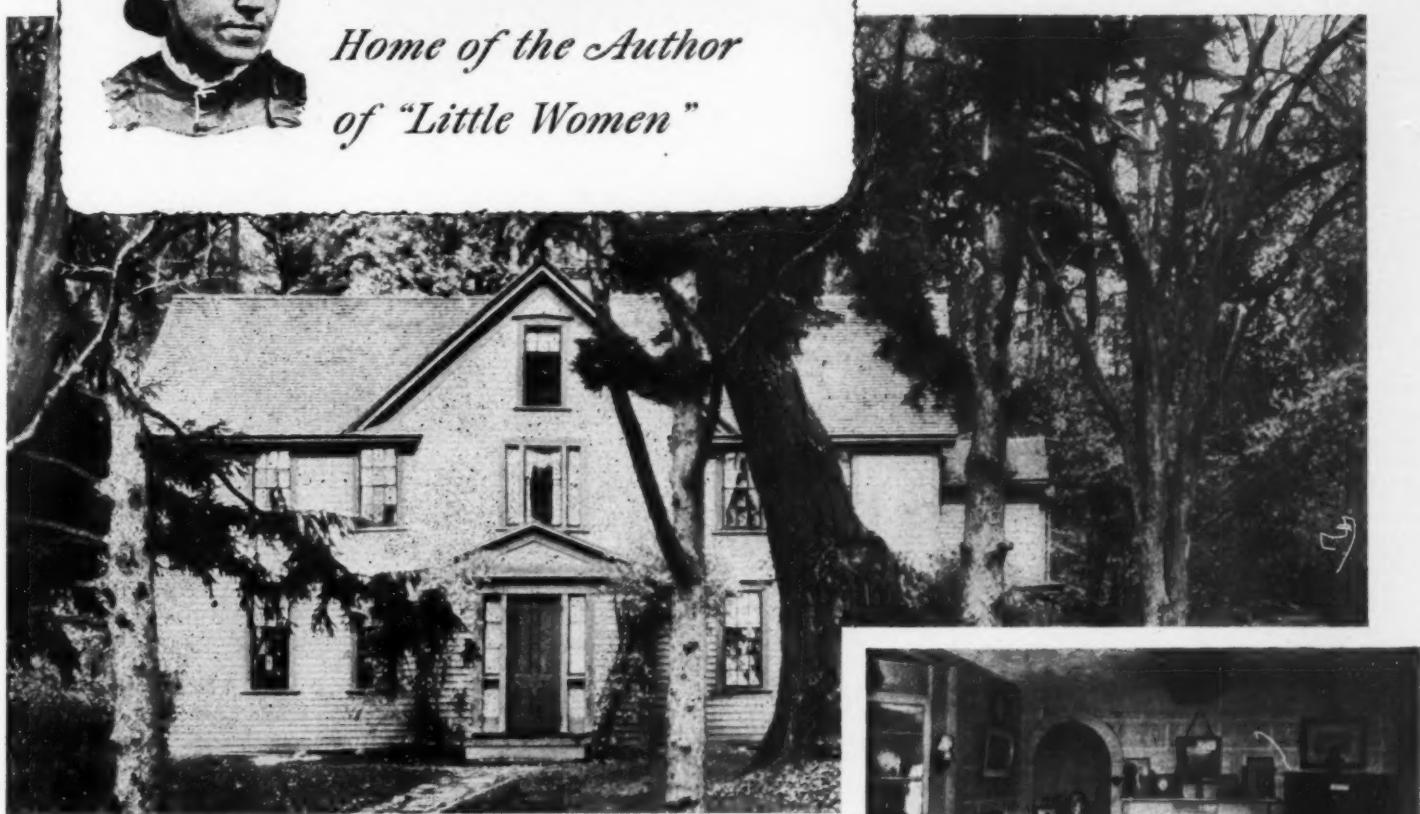
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Orchard House

*Home of the Author
of "Little Women"*

Famous American Homes



The library in Orchard House

"THE FIRST golden egg of the ugly duckling," wrote Louisa May Alcott after the publication of "Little Women" which brought fame and prosperity after lean years of believing herself a failure. Yet the publisher was disappointed in the manuscript and inclined to reject it. Fortunately, he sought the opinions of some young friends and their enthusiastic reaction convinced him of its appeal.

As every reader knows, "Little Women" is based on the early home life of the four Alcott sisters and through the tomboy Jo, Louisa herself is revealed. Though the author spared no unflattering details, Jo with all her faults emerges as the strongest and most endearing character.

Louisa, the second of the four daughters,

was born in 1832 in Germantown, Pennsylvania, where her father conducted a school. A man of culture and advanced educational ideas, Bronson Alcott was nevertheless an unpractical dreamer who had difficulty making an adequate living.

After many moves, in 1857 the Alcotts bought Orchard House in Concord, Massachusetts, which remained their home for twenty-five years. Built about 1650 and one of the oldest in Concord, the house was so dilapidated that its former owner had thought it fit only for firewood. But he did not know the resourceful Alcotts who energetically set to work and made the old wreck habitable. Some of the decorations made by May (Amy in "Little Women") still remain.

Under the spur of necessity the ambitious Louisa began writing at an early age, but her stories netted very little and failed to meet her own critical standards. With "Little Women," which was written at Orchard House and published when she was 36, she not only became successful in the eyes of the public but had the satisfaction of feeling that she had hit her stride. Characteristically, she rejoiced most in being able at last to install a furnace



View of parlor. Note "sausage pillow" mentioned in "Little Women"

in Orchard House and provide her family with many other necessities and comforts. Her dominant love and protective instinct were constantly directed toward her family. This single-minded devotion was probably why she never married.

Orchard House is now maintained by the Louisa M. Alcott Memorial Association. Through the help of relatives and friends it has the same appearance and much of the same furniture as in the days when the Alcott family made it their home.

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